



Welcome to the 2019 ICIS Top 100 Chemical Distributors - the world's most comprehensive listing of chemical distributors. Look inside to find out who the leaders are in all regions of this important element in the chemical industry supply chain

VIEWS FROM THE TOP

- 28** IMCD tops \$1bn Americas sales
- 30** Digital revolution for distribution?
- 32** Brenntag targets Asia, North America

COMMENTARIES

- 34** Top 100 global partnership

- 34** NACD says time to address transport
- 35** Anticipating trends is key to success for distributors
- 35** ICTA seeks to build bridges globally
- 36** RDC highlights circular economy
- 36** Change gathers momentum
- 37** Associquim sees resilience in Brazil

THE RANKINGS

- NACD 27, FECC 23** ICIS Top 100 main listing
- NACD 29, FECC 25** Asia Pacific leaders
- NACD 34, FECC 30** North America leaders
- NACD 44, FECC 38** Middle East/Africa leaders
- NACD 54, FECC 47** Latin America leaders
- NACD 62, FECC 53** Europe leaders

Distributor plans to rebrand all of its US acquisitions as one business, IMCD US



IMCD tops \$1bn Americas sales

Company now aims to enter the Mexico market as it grows rapidly, building on technical sales expertise and following a string of North America acquisitions starting in 2015

WILL BEACHAM BARCELONA

Specialty chemical distributor, IMCD, has passed a milestone of \$1bn in Americas sales and is looking to fill a gap in Mexico, possibly via mergers and acquisitions (M&A), to help it grow further in the region.

The company, which made its first entry into North America in 2015, has made a series of acquisitions as it builds a coast-to-coast US IMCD business. Next on the Americas radar is Mexico where the company does not currently have a presence.

According to Marcus Jordan, the 44-year old British president of IMCD Americas, the aim is to integrate and rebrand all the US acquisitions

into a single IMCD US division. This process is complete for the early purchases and the final one, E.T. Horn, will become part of IMCD US in the fourth quarter of 2019 when a fiscal and financial merge is complete.

MARCUS JORDAN
President, IMCD Americas

"If you look at our geographical white spot – and this could link to your M&A question – Mexico is a country we'd like to get into and cover going forward"



He said: "An important part of our strategy is to operate as a single company in all countries in which we operate. We will have one IMCD US company – this enables us to operate in a transparent way with our leading principal suppliers on a national or coast-to-coast basis."

Over the past 12-18 months, IMCD has transitioned its Americas sales force from multiple, to focus on single market segments. This has been in place longer for the regulated industries such as pharmaceuticals. But other segments, such as industrial markets served by M. F. Cachat, for example, had sales teams covering a number of segments.

"We have split those markets up so we have dedicated teams covering coatings and construction, advanced materials, pharma-



ceutical markets, food and nutrition and personal care,” said Jordan.

He added: “Having market-focused technical sales teams helps us drive organic growth. The industrial sales teams switched to market focused 1 Jan 2019. Technical expertise is an important part of our strategy and in the Americas we have established technical centres and labs.”

These provide formulation advice, market trends awareness, plus exchange of information on customer and supplier developments.

IMCD in the Americas has two coatings and construction labs, four personal care labs, two food and nutrition labs. A technical centre in Toronto is being expanded and a new facility is due to open in California later

this year.

Although some labs came with acquisitions, IMCD itself opened a coatings and construction lab at King of Prussia, and a personal care lab in Miami. More recently an oil and gas lab opened in Houston at the end of 2018, and a pharmaceutical and nutraceutical lab in New Jersey started operating at the beginning May.

“It’s a lot of investment to follow the IMCD business model of formulatory excellence and technical expertise,” said Jordan.

MEXICO THE NEXT TARGET

IMCD is active in Brazil but currently has no operations in Mexico, which is a large and sophisticated market.

According to Jordan: “If you look at our geographical white spot – and this could link to your M&A question – Mexico is a country we’d like to get into and cover going forward. We think it has an attractive business potential as it aligns with our core market strengths; it also aligns with our suppliers who want to expand with IMCD.”

Organic growth plans for the region include investing in more technical sales people to drive IMCD’s value through expertise model, and a new global customer relationship management (CRM) system.

IMCD has only been present in North America since it bought M.F. Cachat in 2015. A string of acquisitions since then has rapidly increased the group’s presence there, but the IMCD brand itself is a relative newcomer.

“We are focusing on building brand recognition for IMCD in the Americas as we have been in the region for a relatively short time. We are integrating our acquisitions within quite a short time frame and the acquired companies have a very strong reputation: now we are building the IMCD image on the back of those acquisitions,” said Jordan.

IMCD rebrands its acquisitions fairly quickly, so careful communication is important. Jordan believes that as the industry is consolidating – on both the supplier and distributor side – customers have grown accustomed to name changes.

AMERICAS MILESTONES

2018

- **1 September** – L. V. Lomas (Canada) renamed IMCD Canada; L. V. Lomas (USA) renamed IMCD US Food
- **1 August** – Acquisition of E.T. Horn completed, announced 12 June (focus on west and southwest regions of the US, 2017 sales of \$276m, normalised EBITDA \$12m, 200 employees)

2017

- **2 October** – Opens coatings application lab in King of Prussia, US
- **1 September** – Completes acquisition of L. V. Lomas, announced 4 August (six location, US and Canada, specialty chemicals and ingredients, C\$383m 2016)
- **19 May** – Announces acquisition of specialty chemicals business of Bossco Industries (focus on southwest US, \$11m sales 2016)
- **24 April** – Opens personal care lab in Miami, US
- **1 March** – Completes acquisition of remaining 20% of M. F. Cachat

2016

- **1 July** – Acquires 100% of Mutchler and Mutchler Puerto Rico (pharma ingredients, \$20m 2015 revenue)
- **4 April** – M. F. Cachat renamed IMCD US
- **12 January** – Marcus Jordan appointed president of IMCD Holdings US

2015

- **4 June** – Acquires 80% of M.F. Cachat (specialty chemicals, \$300m 2014 sales)

2014

- **27 June** – IMCD group IPO on Euronext Amsterdam

INDUSTRY TRENDS

The most important trend that IMCD sees accelerating is the desire of suppliers to choose a distributor which can offer national coverage without conflicting with their own portfolio.

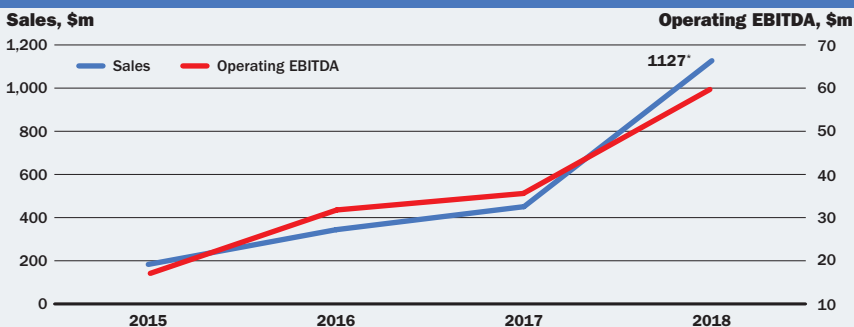
Digitalisation is a tremendous opportunity, according to Jordan. The company is planning to launch new B2B capabilities which, says Jordan, will be the first step in the company’s digitalisation programme.

“We want to simplify our interactions with customers and suppliers. Our new platform will allow easier access to formulatory expertise and support,” he added.

ICIS has reported that digital sales platforms could help producers bypass distributors completely to reach smaller customers directly.

“Personally I think they could be a threat more from a commodity perspective, but not for us,” said Jordan. ■

IMCD AMERICAS TOPS \$1BN FOR THE FIRST TIME



*Including full year revenue of companies acquired in 2018

Digital revolution for distribution?

A new survey finds that distributors are cautious about benefits of digitalisation

GUENTHER EBERHARD DISTRICONCONSULT

Since it was covered in a half-day session at the FECC Congress in Warsaw (Poland) in June 2017, the subject of “Digitalisation in Chemical Distribution” has been in magazine headlines, on conference programmes and on the agendas of boards and management teams of distributors in Europe, and likely elsewhere in the world.

It is still a lot being talked about, and serious investments are being suggested, proposed and considered to capture a possibly bright future derived from new, digital business models. It seems that almost everybody in the industry is excited about this subject.

To obtain quantitative data, DistriConsult, in co-operation with Customer Value Management (CVM€), recently conducted an (internet-based) survey among over 200 chemical distribution companies in Europe.

These ranged in scope and size from privately-held enterprises with a few million Euros in sales active in just one country to listed multinationals with several hundreds of millions or even billions of Euros in sales and a pan-European footprint, representing a broad geographic spread.

Overall our sample was quite likely a bit skewed towards specialty chemicals, as a lot more companies are active there, than in industrial chemicals, where a few larger groups tend to play a more prominent role.

GUENTHER EBERHARD
Managing director, DistriConsult

“Will chemical distributors be as complacent and myopic as the bookstores of the mid-1990s?”

Almost 25% of the 240 companies/persons contacted completed the survey, well above the average 2-5% for similar surveys.

IS DIGITALISATION RELEVANT AND WHAT DRIVES IT?

Digitalisation is clearly a relevant topic for the distribution companies that completed the survey. On a five-point scale from -2 (not relevant at all) to +2 (very relevant), the compound score was +1.27. The drivers behind the digitalisation efforts are two-fold: market penetration/growth and internal efficiencies.

Two-thirds (67%) of the respondents said they want “To generate new business oppor-

tunities and grow sales”. Second and third were “To enhance operational efficiency” (63%) and “To simplify structures and to reduce cost” (61%).

Other drivers were “To enable value pricing/enhance value creation” (30%), “To gain a deeper understanding of customer/market needs (such as “data mining”) (28%), and “To increase internal transparency” (25%).

All other answer options provided, including “To pre-empt principals” gained significantly lower scores, at or below 15%.

Overall objectives of the digitalisation are a mix, with some outward-looking; market and growth related, and others inward-looking and hence cost/performance related.

GETTING THE BASICS RIGHT

Rather than re-building one’s business “end-to-end” in a digital set-up, many companies focus on a proper foundation for digitalisation.

Re-engineering internal processes (63%), a redesign of the company website to enhance findability and search-ability (61%) and an upgrade of the Customer Relationship Management (CRM) system (58%) were the most prominent initiatives. Joining a Platform (or Marketplace) was mentioned by 17% of the respondents, re-

DIGITAL TRADING SITES SERVING THE CHEMICAL INDUSTRY

	ChemBid	GoBuyChem	KEMIEX	KEMGO	PINPOOLS
Type	Search engine with global scope	Platform/marketplace	Platform/marketplace	Platform/marketplace	Platform/marketplace
Products	“All” chemical products	Mostly solvents and industrial chemicals	APIs, excipients, vitamins, amino-acids, minerals, F&F and other food & feed additives	Chemicals, plastics and fertilisers (ca. 80% “bulk”)	All chemical products
Number of products	More than 1 million	n/a	4,000+	ca. 6,000	ca. 5,000
Contracting parties	n/a	Buyer - GoBuychem	Buyer - Seller	Buyer - Seller	Buyer - Seller
Registration	Free	Free	Free	Free	Free
Fee model	Search is free; additional online-marketing services to be charged	Transaction fee for seller; buyer pays sales price (DDP) shown by GoBuyChem	Transaction fee for seller	Transaction fee for seller	Fixed fee for seller (pricing packages)
Credit ratings	n/a	n/a	Yes, via partner, incl. integrated credit insurance	No	No
Regulatory compliance assessments	n/a	No	Yes, review of sellers’ QMS, pre-approved by a certified QP	No	No (other than KYC checks)
Webshop (as option)	n/a	No	No, but “spot offer” functionality available	Yes	No, but under consideration
Founder(s)	Distribution Industry “insiders”	Distribution Industry “insiders”	Combination of industry “in- and outsiders” (e.g. Pharma, Finance, Commodity Trading)	Distribution Industry “insiders”	“Semi-outsiders”

NOTE: KYC = “Know your customer”; QMS = Quality Management System; QP = Qualified Person SOURCE: Company websites; DistriConsult analysis

sulting in ninth position of 14 answer options. The total number of answers given suggested that the average number of sub-projects is around 4.3 per responding company. It should be noted that it was possible to give multiple answers to this question.

MARKETPLACE: TO JOIN OR NOT TO JOIN?

The topic “Platforms/Marketplaces” saw an almost even split in the answers received.

46% of the respondents saw “Joining a Platform/Marketplace and doing business on it as a viable way forward” for their company. 54% thought that for their company it was not.

The YES answers gave “Addition to the existing marketing approach” (28%) and “Addition to existing procurement/purchasing approach” (31%) as their main reasons.

Only one in five saw this step as a “Question of survival” or had the opinion that “All (Distribution) business will go that way in the future”.

Despite media talk that “Chemazon” might be just around the corner, there seems to be a healthy dose of scepticism around regarding the utility of platforms/marketplaces.

Of the respondents that did not consider Platforms/Marketplaces worth joining, 60% said it was simply not part of their company’s strategy. However, some admitted that a lack of resources prevented them from doing more on this.

Those that joined a platform (10) said they wanted to sell products on it (90%).

The second driver was to buy products (60%), followed by advertising/promotion (40%) and the intention to use it for market research (30%). It was possible to give multiple answers to this question.

EASY SIGN-UP, BUT BUSINESS ON A PLATFORM/MARKETPLACE TAKES TIME

Distributors are well aware of the platforms/marketplaces and other digital offerings like Specialist Search Engines or Meta Crawlers.

The most “known” website was 1688.com (operated by Alibaba), followed by GoBuyChem, PINPOOLS, KEMGO, KEMIX (which has apparently so far not gone beyond “concept” stage) and KEMIEX.

Companies were also familiar with the Search Engine ChemBid and the Material Selection Platform SpecialChem.

Actual business has been done on 1688.com, GoBuyChem, KEMIEX and PINPOOLS.

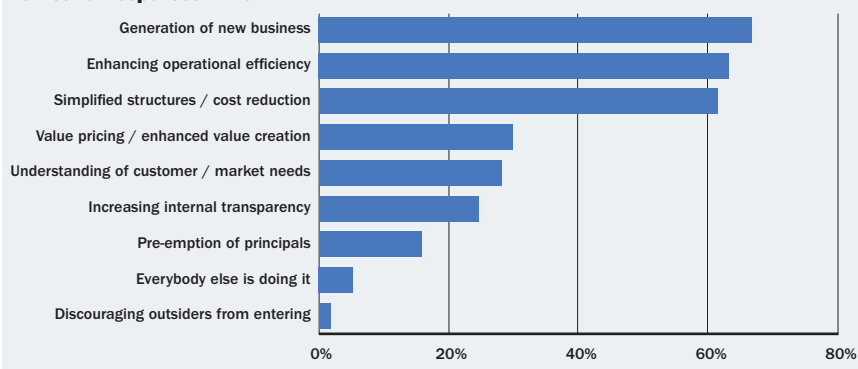
Companies registered on a platform/marketplace have done this on average with six providers, suggesting that it is relatively quick and easy to take the “registration” step.

Generating actual business seems to be a bit more challenging or may take more time.

40% of the registered companies had not yet done business on a platform, 40% saw less than nine transactions and 20% with 10-49 transactions so far. The average time between registration and first transaction was almost 6 weeks.

MAIN DRIVERS FOR USE OF ONLINE TRADING SITES

Number of responses N = 57



DIFFUSION OF INNOVATION

Given that innovations take time to be adopted, we asked also about future plans to join a platform. Only a minority of the respondents had imminent plans to - one out of 45, or 2%, in the next three months and no company in the next three to six months. Five companies (11%) indicated that they may in the next 7-12 months.

The vast majority were either undecided (49% said “maybe later”) or basically not seeing this as an attractive direction (38% said “No, at least not from what I can see today”).

GUENTHER EBERHARD

Managing director, DistriConsult

“It could, however, also be that specialty chemicals after all take more technical expertise (and time) to sell”



Overall it seems only a fraction of the distributors can be labelled “innovators” or “early adopters”, when it comes to using platforms as an additional digital channel.

INTERACTION WITH SUPPLIERS

Distributors are unlikely to digitalise their business in a sort of commercial “vacuum”.

When asked about the relationship with the distributors’ principals, when it comes to digitalisation, almost half of the respondents described this as “We are learning and following” (45%). Some are jointly working on developing a “digital channel” (10%), and 18% think they are ahead of (many of) their principals, when it comes to digitalisation.

Distributors often have a broad portfolio of smaller or medium-sized producers on their supplier list and not only the big multinationals with a strong digital “focus” like BASF, Covestro, Dow Chemical, Evonik or Lanxess, who for example have made announcements for digital projects and activities recently.

While their platform projects have the financial muscle of a multinational behind them, they do lack the “neutrality” of an independently owned platform. This is an important aspect for potential third-party sellers.

PUTTING IT IN PERSPECTIVE

When it comes to digitalisation, distributors are mostly active in laying the groundwork within their own organisations. Re-engineering processes and upgrading the IT infrastructure in part or in total are key project activities here.

Developments outside of their companies, such as platforms, marketplaces and search engines are closely monitored and analysed. Various distributors have registered on platforms/marketplaces and of these, some have already done business on them.

Overall, adoption seems slower than some pundits expected and slower than developers of digital solutions and tools would like to see.

Also, distributors that registered their companies and products might be rather disappointed. It might be just a question of elapsed time, before this takes off. It could also be that specialty chemicals after all take more technical expertise (and time) to sell indeed.

It may be more difficult to market such products through a “digital channel” than expected and the number of sales transactions for each product/customer combination is often low for a typical distributor anyway.

Hence, economies of scale are more difficult to obtain than in a B2C setting, where most of the success stories in digitalisation are rooted.

So far the end-to-end “digital distribution model” seems still to be more of a theoretical option. On the other hand, the slow pick-up could also be a sign that companies are afraid of cannibalising their existing business model and making (commercial) infrastructure investments obsolete. The incumbents have just not been consequent enough in their efforts to-date.

However, it also begs the question: will chemical distributors be as complacent and myopic as the bookstores of the mid-1990’s? ■

Brenntag targets Asia, North America



Brenntag is moving three distribution sites to chemical parks in China

Company also creates global operating unit for food and nutrition business to help drive organic growth

WILL BEACHAM BARCELONA

Sluggish growth in Europe means that Brenntag, the world's largest distributor, will focus mainly on North America and Asia Pacific to fuel organic growth and mergers & acquisition (M&A) activity.

The company made ten acquisitions between January 2018 and May 2019, with only two, relatively small, purchases having European headquarters. Brenntag has a budget of €200-€250m/year for M&A.

"Our growth strategy includes organic growth and M&A with a focus on expanding in North America and Asia Pacific. We see growth potential in China though there are logistical challenges. A number of regrettable incidents at production plants has led to increased scrutiny of chemical companies, which we welcome," said CEO Steve Holland.

Brenntag is moving its three distribution sites in China to chemical parks with the construction of new sites at Dongguan, Cangzhou and Zhangjiagang. The final one will be

STEVE HOLLAND
CEO, Brenntag

"We see growth potential in China though there are logistical challenges. Regrettable incidents at production plants has led to increased scrutiny of companies, which we welcome"

complete in 2022 whilst the Dongguan facility is already built and in final phase of approval. More intense government inspections have led to logistical challenges in serving some customers. The company has switched to using different service providers in some cases.

STEVE HOLLAND REFLECTS ON CAREER AT BRENNTAG

STEVE HOLLAND leaves Brenntag early in 2020 after nine years as CEO. Here are his thoughts:

"I started as a research chemist with BASF before becoming established in chemical distribution in the UK. Highlights of my career include the management buyout of Albion Chemicals in 2000 followed

by its sale to Brenntag in 2006 – that was a big step up.

I became CEO of Brenntag Europe relatively quickly and another highlight was taking Brenntag public in 2010, along with colleagues. I'm proud of the subsequent growth of Brenntag into a global distributor. In 2010 it was still very regional

whereas now it is absolutely global. Since then we've added €5bn in sales to €12.6bn today through topline growth, both organically and through M&A.

I am not retiring but after nine years I think it's time to pass the baton on and pursue other more personal interests. I am 62 years old.

It's been a challenging macro-economic environment with relatively weak underlying growth for over a decade throughout global economies with few periods where the major economies have been in sync which has its challenges when operating on a global footprint." ■

STEVE HOLLAND
CEO, Brenntag

"I am not retiring but after nine years I think it's time to pass the baton on and pursue other, more personal interests."



A relatively weak Europe contributed to a slight fall in first quarter pre-tax and net profit for the first quarter of 2019.

"This was clearly driven by a relatively weak Europe compared to a strong performance the previous year as 2018 had a very strong start across the board, particularly in Europe. The second half of 2018 for Europe was clearly weaker and that continued into Q1 compared to the record levels of 2018," said Holland.

He added: "Europe has been sluggish but we have improved positions in all other markets, especially in Latin America which is bouncing back from a weak couple of years."

In May the company said it expects to see growth in its key performance indicators operating gross profit and operating EBITDA, particularly in the second half of 2019.

NEW APPROACH FOR FOOD, NUTRITION

Since November 2018 Brenntag has brought all its food and nutrition portfolio into a new global division, Brenntag Food & Nutrition. The CEO said the company wants to take a global, market-facing approach. Previously these product lines were mixed in with other specialty chemicals.

"We've taken the ingredients and put them into a separate division. Customers now deal with a new unit which takes specialisation to a new level in terms of lab support, formulations, technical support plus a more focused management team."

This move can be a template for other markets which would benefit from this approach, he said.

In logistics, driver availability and attracting new drivers with the right training and expertise is a perennial problem.

DIGITALISATION

Digitalisation has affected producers and distributors and the entire supply chain. Brenntag has launched a customer portal called Brenntag Connect. In some countries customers are able to order direct through the portal. Expansion is planned into North America for the portal.

"I see digitalisation as an amazing opportunity as we use digital knowledge to improve customer experience, and capture market and business intelligence," said Holland.

Some chemical producers such as [Evonik](#) and [Covestro](#) have said they see digital platforms as a way to reach smaller and new customers direct, which could challenge the traditional role of distributors.

Holland does not agree: "We have not seen any sizable evidence of suppliers using digital marketplaces to bypass distributors. It sounds fine in theory but in practice – when you're looking at what's required in terms of customer interaction, customer service, dealing with customer queries – I think distributors will still have their place."

He believes it is still too early to fully understand the impact of digital marketplaces but that Brenntag is open-minded as a company to the possibilities.

The trade war impact is more about declining customer and consumer confidence than direct disruption to supply chains, according to Holland.

ACQUISITIONS IN 2018/19 FOCUS ON NORTH AMERICA & ASIA PACIFIC

2019

- **2 May** – Acquires Lenoir, North Carolina, US-based Marlin Company, a blending and packaging specialist for liquids and powders. 2018 sales \$7m
- **14 March** – Signs 51/49 joint venture with Singapore-based Tee Hai Chem which focuses on chemicals and services for life sciences, electronics, research and diagnostics sectors. 2018 sales around €110.8m
- **4 March** – Buys New England Resins and Pigments, headquartered in Woburn, Massachusetts, US. Distribution and packaging services for coatings and construction, adhesives and other specialty industries. 2018 sales \$28.6m
- **16 January** – Agrees to acquire lubricants business of Reeder Distributors, headquartered in Fort Worth, Texas, US. Serves automotive sector. Annual sales around \$60m

2018

- **19 December** – Buys Pachem Distribution, headquartered in Montreal, Quebec, Canada. Specialty chemicals and ingredients for personal care, pharmaceutical, and household, industrial & institutional (HI&I), cleaning. Sales of €13m forecast for 2018
- **13 September** – Agrees to buy Desbro Group in Kenya, Tanzania, Uganda and the United Arab Emirates. Commodities and specialties for coatings & construction, textile, water treatment and life sciences. 2017 sales €70m
- **8 August** – Buys Alphanin, headquartered in Belgium and with US operation. Specialty polymers and waxes. 2017/18 sales €44.6m
- **30 May** – Buys Quimitecnica.com – blending, logistics, storage focus on Portugal, north of Spain, Africa. 2016 sales €37m
- **7 May** – Buys 65% stake in Raj Petro Specialties, based in India, distributes blends of petroleum-based products in India, Asia-Pacific, Africa, Middle East. 2017/18 sales €180m forecast

"The reality is that we've made no changes to our supply position though we possibly have made changes to pricing due to the tariffs. We have not seen any shortages or dislocation of supply chains."

The slowing of the Chinese economy is not so important compared with the long-term opportunities China offers, he added. ■

Top 100 global partnership

The listing is a global effort with our distributor association partners NACD, Fecc, Associquim, RDC, CBA and ICTA

JOSEPH CHANG NEW YORK

We are delighted to present the annual ICIS Top 100 Chemical Distributors – the most comprehensive global listing of companies that are critical components in the chemical supply chain.

The listings appear within two special supplements here in ICIS Chemical Business – those of the National Association of Chemical Distributors (NACD) and the European Association of Chemical Distributors (Fecc).

We give our big thanks to these partners, as well as our other key partners Associquim (Brazilian Association of Chemical and Petrochemical Distributors), Responsible Distribution Canada (RDC), UK-based Chemical Business Association (CBA) and the International Chemical Trade Association (ICTA) for helping make this a truly global listing.

While the listings is indeed branded the

ICIS Top 100 Chemical Distributors, we welcome all players to participate – large and small. This year's listing has companies ranging from \$14.4bn in sales for the largest, to \$1.4m for the smallest.

Along with our main listing we also break out sales by geographic region – North America, Europe, Asia Pacific, Latin America, and Middle East and Africa.

Some big distributors continue to grow larger through mergers and acquisitions (M&A), actively seeking to consolidate and build scale. There are also many smaller and mid-size companies in specialised areas serving local markets.

NEW MARKETS

For chemical producers navigating an increasingly complex and uncertain global market with the latest trade dispute escalations, distributors help find and develop new markets and enable logistics solutions to reach customers worldwide.

JOSEPH CHANG

Global Editor, ICIS Chemical Business

“Distributors help find and develop new markets and enable logistics solutions to reach customers worldwide”



Building the right relationships between suppliers, distributors and customers benefits all parties and contribute to a vibrant business community.

Chemical distributors and trade associations continue to strive to improve environmental, health, safety and security (EHS&S) standards around the world, an encouraging trend in light of the greater focus on the circular economy and growing environmental awareness and actions on the part of consumers and governments. ■

NACD says time to address transport

National Association of Chemical Distributors president Eric Byer urges US lawmakers to upgrade crumbling infrastructure and make common-sense adjustments to transportation policy, especially on railroads and trucking

ERIC BYER PRESIDENT, NACD

Chemical distributors in the US are all too aware that our infrastructure is crumbling and desperately needs to be fixed. For the past 11 years, US infrastructure has been rated a failing grade of D+ according to the American Society of Civil Engineers.

While everyone agrees we need to fix our infrastructure, few agree on how to pay for it. As the argument continues, our infrastructure continues to crumble, serving as a brake on economic growth and job creation through increased costs for consumers and businesses.

In order to stay competitive in the global marketplace, we need to start investing in our infrastructure and make common sense adjustments to our transportation policy. Fortunately, there are simple actions Congress and the Trump administration can take now to protect the vibrancy of two industries vital to US commerce: railroads and trucking.

Chemical distributors and countless other industries depend on reliable, competitive

rail service to deliver products to customers in nearly every sector. Unfortunately, a lack of competition among freight rail carriers – combined with outdated regulations and a handicapped federal agency – has led to a number of problems, including unreliable delivery schedules, burdensome demurrage fee changes, and inadequate rail customer service.

The Trump administration can address this by filling the remaining seats on the US Surface Transportation Board (STB), the regulatory agency overseeing freight rail. A fully operational STB can make smart, common-sense rail policy changes to ensure competition and fairness in our nation's freight rail system, leading to more timely and efficient

deliveries and reduced costs and wastefulness across the system.

Congress can also work to address the severe truck driver shortage. The trucking sector is responsible for moving more than 70% of all freight in the US, and we are undergoing a severe driver shortage that is threatening to grind interstate commerce to a halt.

Fewer drivers means higher transportation costs for companies throughout the supply chain. In order to expand the availability of commercially licensed drivers able to transport product across state lines, Congress should pass the DRIVE-Safe Act – legislation that would help address the driver shortage by expanding the interstate commercial driving age to 18 and opening jobs to a new segment of the workforce.

We join industries across America in urging our lawmakers to fix the transportation issues that can be dealt with in the near term, and to work across the aisle to address our infrastructure challenges so that we are able to effectively and efficiently conduct commerce across the country in the years to come. ■

ERIC BYER

President, NACD

“In order to stay competitive... we need to start investing in our infrastructure”



Anticipating trends is key to success for distributors

DOROTHEE ARNS FECC (EUROPEAN ASSOCIATION OF CHEMICAL DISTRIBUTORS)

The years 2018 and 2019 were actually pretty good for distributors, with growth rates even exceeding those of the chemical industry in general. This development is due to stable - though meanwhile consolidating - demand, a high level of trade intensity, and to the fact that chemical producers increasingly look into simplifying their business models by partly outsourcing value-adding supply-chain functions to their distribution partners.

At the same time, the uncertainties for distribution as well as for all other international businesses are increasing, as Brexit conditions are still unclear and trade tensions between the US and China are escalating. It remains to be seen whether the upcoming US-EU talks on potential tariffs for European car exports to the US will produce a compromise solution or result in a similar measure-retaliation spiral.

What are the challenges ahead? Anticipating market trends on the customer as well as

on the principal side, trade and supply chain excellence are key success factors for distribution. It is already on the horizon that the chemical industry - at least in Europe - will undergo significant transformation in the years to come with more diversified feedstocks than ever before and sustainability criteria like carbon emissions, circular economy, waste management, energy efficiency and water-related topics finding their way into business strategies. At the same time emerging technologies such as digitalisation and blockchain will gain dynamics.

All these developments will significantly impact all chemical value-chain partners, including distribution. Specifically, for distribution companies flexibility, creativity, speed and quality of services rendered by the right people today and tomorrow will make a crucial difference to successfully respond to the upcoming challenges.

Sustainable solutions will also be the major driver for upcoming regulation to be expected from the new EU Institutions after the European elections in May 2019. Customers and large parts of society are starting to push for it,

DOROTHEE ARNS
Director general, FECC

"At the same time the uncertainties for distribution as well as for all other international businesses are increasing"



and those branches and players which are generically regarded as unsustainable will find it increasingly difficult to sell their products and to recruit young talents.

Together with its partner associations FECC, the European Association of Chemical Distributors, will continue to support its members in being successful in this swiftly-changing environment by showcasing the value added and the solutions that distribution companies and their services bring to society on one hand, and by advocating for the right regulatory framework conditions for business to thrive also in the future on the other hand. ■

ICTA seeks to build bridges globally

Robert Stuyt, secretary general of the International Chemical Trade Association, is helping connect distributors with counterparts in other regions in the world, with a particular current focus on India and China

ROBERT STUYT SECRETARY GENERAL ICTA

Chemical trade is increasingly and perhaps even inherently an international business. Many distributors have networks of suppliers and customers across continents. In 2005 the world was predicted to become "flat" in a bestseller by Thomas Friedmann. He stated that economies would converge towards a global level playing field with increasingly interconnected supply chains across the world.

Although chemical supply chains have indeed continued to internationalise, there are still significant differences between companies and regions. Not only do they differ in a commercial sense, but also in their capacity to work safely and responsibly with chemicals.

By building bridges across regions, the International Chemical Trade Association (ICTA) aims to make our industry "flatter". ICTA helps chemical distribution companies connect with counterparts in other regions of the world, at the moment in particular in India and China. ICTA

is building the capability in all regions to work safely and responsibly. By helping create higher and more uniform safety standards, ICTA hopes to simplify trade across regions.

Currently, ICTA's members are based in Latin America, North America and Europe. These include national associations and chemical distribution companies. Among them are distributors at the top of the ICIS 100 Ranking (Azelis, Brenntag, Univar Solutions, etc) as well as companies that are smaller, such as Brainerd, Cornelius, GB Chemie and Krahn.

Given the importance of Asia in the chemical supply chains, ICTA is working hard to establish contacts in India and China.

ROBERT STUYT
Secretary general, ICTA

"By building bridges across regions, the ICTA aims to make our industry flatter"



ICTA has partnered with the Indian Chemical Council (ICC), which represents all branches of the chemical industry in the country. Following last year's memorandum of understanding, both associations are organising workshops on safe and responsible chemical distribution in India.

ICTA is also teaming with the China Petroleum and Chemical Industry Federation (CPCIF). At its Responsible Care meeting in April, the importance of supply chain responsibility was emphasised by the Chinese vice minister for Chemical Industry. ICTA has been invited to participate in a CEO roundtable with key players in the global chemical industry this autumn.

ICTA is active in representing the interests of the industry at international policy making forums. It is closely involved with developing the global policy framework for sustainable chemicals management. This framework will determine the efforts of the UN related to chemicals for a decade to come. In a joint effort with other industry associations, ICTA is lobbying for rules that achieve real sustainability benefits without unnecessarily hampering industry. ■

RDC highlights circular economy

Responsible Distribution Canada president Cathy Campbell stresses the importance of Responsible Management programmes to advance the circular economy for current and future generations while meeting the needs of customers

CATHY CAMPBELL PRESIDENT, RDC

Responsible Distribution Canada (RDC) members represent the chemical and ingredient supply chain in Canada. RDC's member organisations are instrumental in Canada's economic success. With companies selling and servicing 25 market sectors, making a delivery every three minutes safely and responsibly, we keep the country moving on the road and on the rails.

CATHY CAMPBELL
President, Responsible Distribution
Canada (RDC)

"Sustainability is implicit in RDC's Code of Practice. It is the ethic that embodies the responsible planning and effective management of our resources"



Responsible Management programs in place since the mid-1980s in Canada have always believed in the "cradle to grave" philosophy for the use of chemicals and chemical products. With the initiation of Responsible Care by the Canadian Chemical Producers Association (CCPA) and followed two years later by Responsible Distribution, this industry has been leading by example.

This concept of reuse or circularity is not new. Many of us of a certain age remember milk or soda being delivered in a bottle, empties picked up a week later and refilled for reuse. Furniture and bicycles were passed down through family, and tools repurposed and historically recorded as far back as 2500 BC.

Sustainability is implicit in RDC's Code of Practice. It is the ethic that embodies the responsible planning and effective management of our resources. By doing so, chemistry will continue to meet the needs of the present, preserve the environment, and ensure the long-term ability of future generations to meet their own needs.



The chemical industry has always been made up of innovators and passionate people wanting to do the right thing, whether it's drilling, mining, manufacturing, transporting, handling, storing or recycling. It's the only choice, because we all want our communities, families and future generations to be as proud of where we live and work, as we are. ■

Change gathers momentum

PETER NEWPORT CHEMICAL BUSINESS
ASSOCIATION

'There is nothing permanent except change' - so said the ancient Greek philosopher, Heraclitus. History does not recall if Heraclitus ran a chemical supply chain business, but he could well have done.

The chemical supply chain is becoming all too familiar with permanent and accelerating political, economic, and environmental change. In terms of political and economic change, a potent cocktail of disruptive pressures are already apparent - as are some of their consequences.

A trade war between China and the US is underway with the protagonists showing no intention of backing down or reaching some form of negotiated solution. US stock markets suffered their biggest weekly fall and the VIX, Wall Street's 'Fear Index', has climbed to its highest level this year.

In Europe, the resurgence of far right, anti-establishment, and nationalist political parties is becoming an unnerving reality for business and the financial markets. In addition,

the decision to end the forty-year relationship between the UK and the European Union has brought political paralysis and major uncertainty for business. The reaction of the UK chemical supply chain has been to resort to a major round of stock building within a regulatory straight jacket in order to ensure it can continue to serve its customers.

CLIMATE CHANGE

In terms of environmental change, we may have reached a tipping point in the debate about climate change and its consequences. Over the last few months, we have seen the Extinction Rebellion movement take to the streets, an influential documentary by David Attenborough, and more than a million school children on strike following the lead of 15-year-old Greta Thunberg.

And governments appear to have sat up and taken notice. Belgium, Denmark, France, the Netherlands, Portugal, Spain and Sweden have asked the EU to set 2050 as a target for being carbon-neutral, and they want 25% of the EU's budget to go to fighting climate change. Inevitably, part of this environmen-

PETER NEWPORT
CEO, Chemical Business Association

"The defining characteristics of the chemical supply chain have always been its flexibility as well as its ability to cope with change"



tal change will focus on the chemical industry's regulatory framework. The costs of regulatory compliance will become an increasingly significant element of company's balance sheets.

SUPPLY CHAIN

The defining characteristics of the chemical supply chain have always been its flexibility as well as its ability to cope with change. But the challenges it now faces are formidable and are unlikely to diminish. It's up to business organisations, like the CBA, to ensure that governments and regulators move forward in manageable incremental steps to sustainably preserve the industry's profitability and growth - and it's up to the industry to support this work. ■

Associquim sees resilience in Brazil

Rubens Medrano, president of the Brazilian Association of Chemical Distributors, highlights his members' resilience

RUBENS MEDRANO PRESIDENT, ASSOCIQUIM

Distribution companies in Brazil have shown to be resilient even considering the low rates of economic activity in the country.

While growth in revenues has been modest, Brazil's chemical distributors have been focused on improving performance and productivity through initiatives that enable them to use technological advances and digitisation in their activities, as well as in their relationships with suppliers and customers.

Training and qualifying employees has been one of the tools to add more efficiency to activities and services.

In sustainability and regulatory affairs, member companies have been strictly following the standards and requirements contained in PRODIR (Responsible Distribution Process), which is mandatory for all Associquim members.

PRODIR has been recognised by officials that regulate our activities and has been a reason to acknowledge our industry and signatory companies to the process.

RUBENS MEDRANO
President, Associquim

"We expect a reduction in raw material import tariffs, execution of new trade agreements and the restructuring of the Mercosur trade bloc"



The priority for 2019 is for the new Brazilian government to implement the economic measures that enable the business environment to recover and sustain GDP growth.

In international trade, we expect a reduction in raw material import tariffs, execution of new trade agreements and the restructuring of the Mercosur trade bloc, enabling distribution companies to expand their business with neighboring countries, and thus increasing their market potential. ■



COMING SOON

R-PET Analytics

Spend less time filtering through information and gain access to all the market intelligence and insights you need with:

- ✓ Post-consumer collection volume by country
- ✓ Recycling capacity & yields by country

 **ICIS**



Fill in your details to receive updates →

ICIS Top 100 Chemical Distributors

We rank the global players by sales and also break out regional leaders in North America, Europe, Asia, Middle East & Africa and Latin America



SARAH CRESWELL LONDON
JOSEPH CHANG NEW YORK
WILL BEACHAM BARCELONA

1 **BRENNTAG** 2018 SALES: \$14.4BN (€12.6BN)

Essen, Germany

WWW.BRENNTAG.COM

CEO: Steven Holland

Products: Full-line range of more than 10,000 products; industrial chemicals; adhesives; paints; oil and gas chemicals; food and nutrition ingredients; water treatment chemicals; personal care ingredients; pharmaceutical ingredients; cleaning chemicals; coatings and construction chemicals; animal nutrition products; pulp and paper chemicals

Services: Tailor-made distribution solutions for industrial and specialty chemicals; one-stop-shop solutions; specific application technology; extensive technical support and value-added services such as just-in-time delivery, product mixing, formulation, repackaging, inventory management and drum return handling

Assets: More than 580 locations in 73 countries; more than 16,600 employees

2 **UNIVAR SOLUTIONS** 2018 SALES: \$8.63BN

Downers Grove, Illinois, US

WWW.UNIVARSOLUTIONS.COM

President and CEO: David C Jukes

Products: Additives; aviation fuel additives; chelates; hydrocarbons; inorganics; monomers; oils; oleochemicals; pigments; plasticizers; polymers/resins; silica; silicones; solvent blends; solvents; surfactants

Services: Technical support; ChemPoint e-distribution; custom blending; custom packaging and private label services; laboratory and formulation services; minibulk; sustainable services; telemetry services; transportation; warehousing; delivery to more than 130 countries

Assets: More than 3,500 tractors, trailers and tankers; global network of 24 formulation labs, development kitchens and research centres; nearly 10,600 employees in 31 countries; over 1,300 suppliers

3 **TRICON ENERGY** 2018 SALES: \$7.81BN

Houston, Texas, US

WWW.TRICONENERGY.COM

President and CEO: Ignacio Torras

Products: Chlor-alkalis; aromatics; glycols; fibre intermediates; solvents; olefins; polymers; fertilizers

Services: Marketing; pre-export financing; shipping; logistics; packaging; blending; storage; just-in-time delivery; repackaging; inventory management; risk management for commodity price and foreign exchange; global presence with sales into over 100 countries

Assets: 28+ offices; more than 450 employees

4 **HELM** 2018 SALES: \$5.85BN (€5.11BN)

Hamburg, Germany

WWW.HELMAG.COM

CEO: Hans-Christian Sievers

Products: Feedstocks; methanol; organic and inorganic chemicals; acids and lyes; active pharmaceutical ingredients; pharmaceuticals; fertilizers; crop protection ingredients

Services: International marketing; logistics; production; project development; scientific and technical services

Assets: More than 100 subsidiaries; sales offices and participation in over 30 countries

5 **IMCD** 2018 SALES: \$3.16BN (€2.68BN)

Rotterdam, Netherlands

WWW.IMCDGROUP.COM

CEO: Piet van der Slikke

Products: Specialty chemicals and ingredients; pharmaceutical ingredients; coatings, adhesives, sealants and elastomers (CASE); personal care ingredients; advanced materials; food and nutrition ingredients; animal nutrition ingredients; nutraceuticals; lubricants; synthesis chemicals; HI&I chemicals; oil and gas chemicals

Services: Technical sales; marketing of specialty chemicals and food ingredients; application laboratory services; local and central stock holding; drumming; repackaging;

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

blending; sampling

Assets: 45 market-focused application laboratories; 2,799 employees; 74 offices and 94 warehouses throughout all operating companies in Europe, Turkey, Africa (EMEA), Australia, New Zealand, India, China, Malaysia, Indonesia, Philippines, Thailand, Singapore, Vietnam, Japan (Asia-Pacific); US, Canada, Brazil, Puerto Rico, Chile, Argentina, Uruguay (Americas)

6

SINOCHEM PLASTICS
2018 SALES: \$3.08BN

Beijing, China

WWW.SINOCHEMPLASTICS.COM

General Manager: Zhang Xiaolei

Products: Engineering plastics; plastics (ABS, AS, PS, PMMA, MS, PC, PA, POM, PC/ABS, ASA, POE, PVC, EVA, Q-resin and ABSHR); high performance plastics (modified nylon, modified PBT, modified polyformaldehyde, polysulfone and PES); plastics additives; epoxy resin; BPA; crude glycerine; UPR; coatings (organic silicon, emulsion, coating agent, surfactants); fluff pulp and SAP; synthetic rubber (IIR, SBR, EPDM, SBCs, TPE); automotive plastics (PE, modified PP); fine chemicals; polyurethanes; vulcan chemicals; specialty chemicals; agricultural products; food ingredients; textile and leather chemicals; dyestuffs and pigments; coatings materials; intermediates; solvents; oleochemicals; pine chemicals

Services: Raw material marketing services; diversified product solutions; one-stop procurement; supply chain management; technical support; commissioned processing; brand maintenance; information consultation

Assets: Four warehouses with gross area of 82,833 square metres and total construction area of 57,984 square metres; two office buildings with gross area of 9,939 square metres.

Trading sales: 46%

7

AZELIS
2018 SALES: \$2.22BN (€1.94BN)

Luxembourg

WWW.AZELIS.COM

CEO: Dr Hans Joachim Mueller

Products: Animal nutrition ingredients; food and health ingredients; personal care ingredients; homecare and industrial cleaning chemicals; pharmaceutical ingredients; specialty agriculture/horticulture chemicals; CASE; electronic chemicals; essential chemicals; fine chemicals; lubricants and metal-working fluids; rubber and plastic additives; textile, leather and paper chemicals

Services: Laboratory analysis; formulation development and blending, expert technical and regulatory support; repackaging; flexible pack sizes; local stockholding; market research and trend analysis; GMP and clean-

room pharmaceutical facilities; integrated supply chain; sampling

Assets: 60 application laboratories; offices and access to warehouses across EMEA, Americas and Asia Pacific; technically trained sales force

8

PLUSCHEM EEIG
2018 SALES: \$1.5BN

Dublin, Ireland

WWW.PLUSCHEM.COM

President: Alan Looney; **CEO:** David Salter

Products: Specialty chemicals; fine chemicals; commodity chemicals; pharmaceutical/synthesis chemicals; food/feed/agro chemicals; cosmetics ingredients; general industrial chemicals

Services: Bulk storage; logistics/trucking; repackaging; blending; warehousing including food products and hazardous/dangerous goods

Assets: Multiple wholly owned warehouses in various countries (Spain, Portugal, France, Italy, Canada, South Africa); logistics/transport assets; bulk liquid storage tank farms

Trading sales: 20%

9

BIESTERFELD
2018 SALES: \$1.43BN

Hamburg, Germany

WWW.BIESTERFELD.COM

CEO: Thomas Arnold

Products: High performance polymers; engineering polymers; thermoplastic elastomers; styrenic polymers; acrylic polymers; standard polymers and additives; raw materials for cosmetics, pharmaceuticals, organic synthesis, household cleaning, food and beverage; coatings, adhesives, sealants, elastomers (CASE); synthetic rubbers; silicone and fluorosilicone rubber compounds; carbon black; industrial and agricultural chemicals; plant protection products and fertilizers; pharmaceutical raw materials; animal nutrition and health care chemicals

Services: Individual solutions; technical expertise and consulting; active application development and product specification; direct and warehouse distribution; blending; storing; formulation and technical assistance; laboratory support of specialty chemicals; less-than-truckload (LTL) quantities; customised logistical solutions; marketing; consultancy and advisory services for Europe's REACH regulation; legal compliance; silicone rubber compounding

Assets: Subsidiaries in more than 30 countries; application laboratories; blending and storage facilities for solid and liquid chemicals

Trading sales: 10%

10

STOCKMEIER HOLDING
2018 SALES: \$1.38BN (€1.20BN)

Bielefeld, Germany

WWW.STOCKMEIER.DE

CEO: Peter Stockmeier

Products: Industrial chemicals (acids, caustic, solvents, solids); specialty chemicals for industrial and home care, coating, construction; cleaning products; peracetic acid; polyurethane chemicals; flavours and spices; printing inks; textile auxiliaries; AdBlue; water treatment chemicals

Services: Warehousing; blending; toll manufacture; specialised laboratories; logistics

Assets: More than 40 locations in Europe, 200 trucks

11

SNETOR
2018 SALES: \$1.36BN

Courbevoie, France

WWW.SNETOR.COM

President: Emmanuel Aubourg

Products: PE; PP; PVC; PET; PS; ABS; engineering polymers; polyol-TDI; industrial chemicals

Services: Trading; distribution; packaging

Assets: 15 warehouses; technical support

Trading sales: 75%

12

MANUCHAR
2018 SALES: \$1.35BN

Antwerp, Belgium

WWW.MANUCHAR.COM

CEO: Philippe Huybrechs

Products: Sodium sulphate; soda ash; STPP; zeolite; caustic soda; sodium bicarbonate; calcium chloride; sodium lauryl ether sulphate (SLES); linear alkyl benzene sulphonic acid (LABSA); glycerine; surfactants and oleochemicals; silicones; emulsifiers; resins and monomers; homecare and detergent chemicals; textile chemicals; personal care and cosmetics ingredients; paints and coatings chemicals; construction chemicals; mining chemicals; oilfield chemicals; food and feed additives

Services: Diversified product portfolio in chemicals; local know-how and technical support in emerging markets; tailor-made warehousing; logistics/supply chain services; financial solutions

Assets: 50+ affiliates worldwide across 35+ countries; 140+ locations; 450,000+ square metres of warehouse space

Trading sales: 36%

13

OMYA
2018 SALES: \$1.30BN (SWFR1.28BN)

Oftringen, Switzerland

WWW.OMYA.COM

Vice president: Peter Bigler

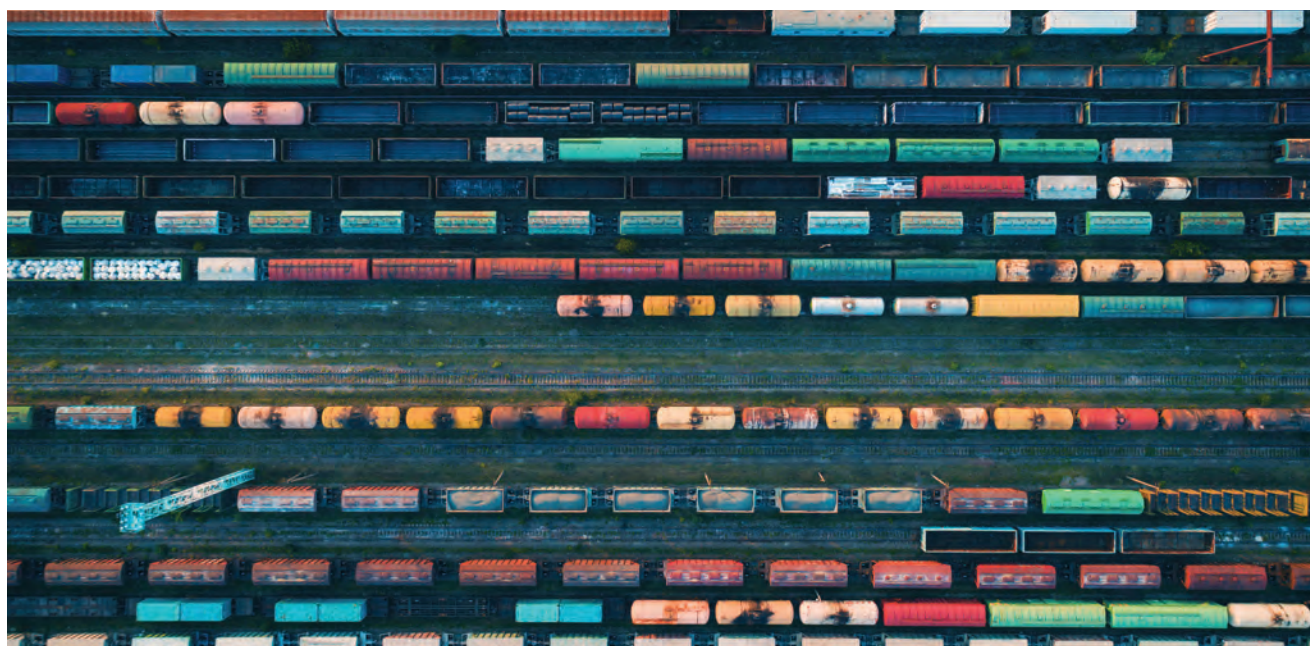
Products: Minerals and specialty chemicals

ASIA PACIFIC CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Sinochem Plastics	3,040.0	29 Ravago Chemicals	68.7	56 WISTEMA	7.0
2 Tricon Energy	2,931.0	30 Connect Chemicals Group	51.9	57 2M Holdings	6.4
3 Brenntag	1,584.9	31 Ramcharan	49.0	58 Prakash Chemicals International	6.1
4 Helm	945.1	32 Nordmann, Rassmann	40.1	59 Indukern	5.9
5 Behn Meyer Group	803.0	33 LEHVOSS Group	35.5	60 Shamrock Shipping & Trading	5.7
6 DKSH Holding*	618.6	34 Aceto	35.0	61 Cornelius Group	4.6
7 Redox	517.0	35 McKinn International	34.2	62 Noahs Ark Chemicals	4.6
8 IMCD	415.8	36 Eigenmann & Veronelli	32.1	63 Wego Chemical Group	4.0
9 Univar Solutions	393.0	37 Norkem Holdings	30.5	64 Taj Al Mulook	3.3
10 ICC Chemical	372.4	38 Caldic	28.6	65 LBB Specialties (includes Charkit Chemical Company & AIC)	3.0
11 Pluschem EEIG	350.0	39 Biesterfeld	27.0	66 Group Barcelonesa	3.0
12 Jebesen & Jessen Group	332.2	40 MONACHEM Group	24.5	67 Solventis	3.0
13 Manuchar	329.0	41 ECEM European Chemical Marketing	22.6	68 Arkem Kimya	2.6
14 Pon Pure Chemicals Group	328.4	42 Neo Chemical	21.4	69 Atlantic Chemicals Trading	2.3
15 TOP Solvent	305.0	43 SAFIC-ALCAN	17.2	70 EMSA Tecnologia Quimica	2.3
16 Petrochem Middle East	254.9	44 CellMark Chemicals	16.7	71 Quimdis	2.3
17 Azelis	254.3	45 EQUILEX	16.3	72 Metafrax Trading International	2.1
18 KPL International	249.8	46 Saiper Chemicals	15.4	73 M. Cassab	2.1
19 WWRC Holding	208.0	47 Penpet Petrochemical Trading	13.7	74 Audiche Trading	2.0
20 Omya	183.1	48 Novasol Chemicals Group	13.0	75 Hawkins	2.0
21 Union Petrochemical	99.0	49 PHT International	12.3	76 The Chemical Company	1.2
22 Transmare Chemie	92.9	50 Bodo Moller Chemie	10.2	77 A. + E. Fischer-Chemie	1.1
23 Barentz International	86.4	51 Algoi Chemicals	10.0	78 Astro Chemicals	1.0
24 TER GROUP	85.9	52 Marubeni Specialty Chemicals	10.0	79 Haeffner	1.0
25 RAI Rakha Al Khaleej International	80.0	53 Arpadis Benelux	9.8	80 Harwick Standard Distribution	1.0
26 Megachem	75.2	54 Joss Elastomers	8.0	81 Hubbard-Hall	1.0
27 Vikudha Overseas	75.0	55 Rahn Group	8.0	82 Solvadis Group	1.0
28 Maha Chemicals	73.0				

*DKSH figures are based on industry estimates

NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

for polymers; decorative paints; industrial coatings; printing inks; adhesives and sealants; plasters and renders; construction chemicals; water and energy chemicals; agriculture and forestry chemicals; alu-finishing chemicals; printing and writing chemicals; packaging and ingredients for consumer goods

Services: Global marketing and sourcing; global supply chain management (logistics infrastructure, customer service); regulatory affairs management and services; R&D; technical service

Assets: R&D centre for surface science, mineral pigment, chemical engineering, microbiology and consumer goods; technical application service hubs in Europe, Americas and Asia Pacific; sales affiliates in more than 50 countries; global network of 70+ warehouses

14 BARENTZ INTERNATIONAL

2018 SALES: \$1.29BN

Amsterdam, Netherlands

WWW.BARENTZ.COM

CEO: Hidde van der Wal

Products: Starches; proteins; enzymes; hydrocolloids; vitamins; antioxidants; preservatives; emulsifiers; excipients; active ingredients; lanolin

Services: Blending; spray drying; mixing; encapsulating; testing; formulating

Assets: Spray dryers; liquid and powder mixers

Trading sales: 10%

15 PETROCHEM MIDDLE EAST

2018 SALES: \$1.25BN

Dubai, UAE

WWW.PETROCHEM.COM

CEO: Yogesh Mehta

Products: Aromatics; alcohols; aldehydes; ketones; phenol; glycols; monomers; esters; methanol; caustic soda; plasticizers; polymers; pentaerythritol; phthalic anhydride

Services: Storage of bulk and drum chemicals; blending; trading commodities; packaging; providing tanks for leasing; logistics

Assets: Large state of the art terminal in Jebel Ali, Dubai, UAE, with 41 bulk chemical storage tanks, including drum storage for 25,000 drums and four drumming lines; modern tank terminal in Adabiya, Egypt storing bulk chemicals; 26 trailer trucks; 14 road tankers; storage and logistics terminal in Dammam, Saudi Arabia in partnership with Hoyer; offices in Singapore, Taiwan, China, India, Egypt, UK and Holland; head office in Dubai.

Trading sales: 43%

16 ICC CHEMICAL

2018 SALES: \$1.06BN

New York City, New York, US

WWW.ICCCHEM.COM

President: Naveen Chandra

Products: PVC resin; acrylonitrile; alpha olefins; styrene; mixed xylene; acetone; isopropyl alcohol; MMA, n-paraffin; acetic acid; pygas; chloroform; 2-ethylhexanol; solvent C-9

Services: Packaging

Assets: 25 offices and representatives worldwide

Trading sales: 84%

17 QUIMIDROGA

2018 SALES: \$1.06BN (€929M)

Barcelona, Spain

WWW.QUIMIDROGA.COM

CEO: Vicente Munoz

Products: Solvents; monomers; glycols and intermediates; fine chemicals and specialties; food and feed ingredients; agrochemicals and fertilizers; pharmaceutical ingredients; cosmetics ingredients; detergents chemicals; coatings materials; adhesives; paper chemicals; water treatment chemicals; resins; plastics; elastomers

Services: Storage of liquid and packed products; blending; standard and tailor-made packaging; dissolutions

Assets: One logistics complex at the Port of Barcelona with capacity of 30,000 tonnes of packaged products and 12,000 cubic metres of liquids in 155 tanks; two regional sites for liquids and packaged solids; seven distribution centres; fully equipped quality control laboratory

Trading sales: 5%

18 CALDIC

2018 SALES: \$973.7M (€850M)

Rotterdam, Netherlands

WWW.CALDIC.COM

CEO: Olav C. van Caldenborgh

Products: Food - bakery, savoury, sweet, nutrition, beverages; dairy ingredients such as hydrocolloids; creative sensory products; vitamins, minerals and nutraceuticals; preservatives, antioxidants and acids; processing aids; health and personal care ingredients such as specialty solvents, excipients, APIs; acids and alkalis; pigments; surfactants; industrial - specialty chemicals for coatings, constructions, plastics, water treatment; rubber markets such as specialty solvents; specialty polymers; pigments and dyes; hydrocarbon and water-based resins; emulsifiers; silicone water repellents and anti-foams; adsorbents and ion exchange resins; preservatives; plant-based solutions; elastomers and plasticizers

Services: Sourcing and procurement; production; supply chain; technical and formulation; regulatory

Assets: 23 entities with 45 sites comprising

offices, warehouses, production facilities, laboratories and innovation centres; blending; mixing, repackaging

19 JEBSEN & JESSEN GROUP

2018 SALES \$968M (€845M)

Bangkok, Thailand, and Hamburg, Germany

WWW.INGREDIENTS.JJSEA.COM

WWW.JEBSEN-JESSEN.DE

Regional managing director/CEO, Jebson & Jessen Ingredients: Marc Deschamps

Managing partner, Jebson & Jessen Hamburg: Fritz von der Schulenburg

Products: Plastics and rubber; food & nutrition health; feed additives; oil and gas; oil derivatives; bioethanol; pharmaceutical and personal care ingredients; home care specialties; adhesives; water treatment specialties; mining components; agrochemicals; modified starches; collagen and sweetener

Services: Sales & marketing; R&D application lab; import/export; regulatory affairs; warehousing; distribution; sourcing; factory audit; credit report; local currency financing

Assets: 24 offices worldwide; 15 warehouses; six laboratories; three regional innovation centres

20 TER GROUP

2018 SALES: \$960.0M (€838M)

Hamburg, Germany

WWW.TERGROUPE.COM

Managing shareholder: Christian A Westphal

Products: Waxes; gum rosin; thermoplastic and thermoset polymers; adhesives; hot-melts; additives; polybutenes; SIS/SBS block copolymers; IIR rubber; caseine; amorphous polyalphaolefins; hydrocarbon resins; pigments; dyes; polyvinyl alcohol; food ingredients; fiberglass; vaseline

Services: Blending; packaging; storage; production

Assets: Numerous office buildings; warehouses; trucks

Trading sales: 25%

21 DKSH HOLDING

2018 SALES: \$951.7M (€830.8M)
FOR PERFORMANCE MATERIALS

Zurich, Switzerland

WWW.DKSH.COM/PM

CEO: Stefan P Butz

Products: Food and beverage ingredients; personal care and cosmetics ingredients; pharmaceutical ingredients; specialty chemicals

Services: Marketing and sales; logistics; blending and repackaging; after-sales services; sourcing services; innovation and formulation services; regulatory services

Assets: 40 innovation centres; 100 business locations; 35 distribution centres

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

22 OQEMA 2018 SALES: \$939.3M (€820M)

Korschenbroich, Germany

WWW.OQEMA.COM

CEO: Peter Overlack; **Co-CEO:** Heinrich Eickmann; **CFO:** Sabine Moritz

Products: Adhesives and sealants; automotive and machinery chemicals; synthesis chemicals; construction chemicals; energy and electronics chemicals; personal care and industrial cleaning chemicals; lubricants; metal and surface treatment chemicals; paints and coatings materials; plastics and rubber chemicals; surface technology chemicals; print, packaging and paper chemicals; textile and leather chemicals; cosmetics and personal care ingredients; feed and food ingredients; flavours and fragrances; AdBlue; agricultural chemicals; water treatment chemicals

Services: Tailored logistics solutions; technical support; filling and repackaging; blending; dilution and mixing; distillation and recycling; tail end spend solutions

Assets: 40 locations; 50 warehouses; trucks; laboratories; workforce of 1,200 Europe-wide

Trading sales: 5%

23 BEHN MEYER GROUP 2018 SALES: \$882.1M (€770M)

Hamburg, Germany

WWW.BEHNMEYER.COM

Products: Fertilizers; crop protection chem-

icals; ingredients for food, personal care, home care and pharmaceuticals; feed additives; specialties for rubber and plastics; solutions for water treatment; petrochemicals; coatings ingredients; leather and textile chemicals; chemicals for process industries

Services: Technical sales and marketing; customer service; regulatory and risk management; innovation and formulation; laboratory testing; blending, tailoring and packaging; warehousing and logistics; supply chain management; omni-channel support; business development

Assets: Over 1,230 employees; offices and warehouses in 13 countries; 38 warehouse locations; production facilities in Malaysia, Thailand, Indonesia, Italy, Netherlands and US; laboratories in Malaysia, Indonesia, Thailand, Vietnam, Italy and Netherlands

24 RAVAGO CHEMICALS 2018 SALES: \$859.2M (€750M)

Arendonk, Belgium

WWW.RAVAGOCHEMICALS.COM

General manager, EMEA: Filip Van Camfort;

General manager, US: Kevin Wettstein

Products: Industrial chemicals; coatings materials; PU and polymers; construction chemicals; asphalt chemicals; specialty chemicals; care chemicals; life science chemicals; performance chemicals; water treatment chemicals; base chemicals; solvents; inorganics; intermediates; plasticizers

Services: Technical expertise; warehousing; logistics; blending; repackaging; laboratory services

Assets: Network of warehouses (own and third party); blending facilities; laboratory facilities; feed premix plant

Trading sales: 10%

25 SAFIC-ALCAN 2018 SALES: \$687M

Paris, France

WWW.SAFIC-ALCAN.COM

CEO: Philippe Combette; **CEO of Myrtill (holding co):** Martial Lecat

Products: Cosmetics ingredients; pharmaceutical ingredients; nutraceuticals; rubber; plastics; coatings; industrial specialties

Services: Blending; packaging

Assets: Nine state-of-the-art laboratories for cosmetics, coatings, rubber, pharmaceuticals and water treatment in France, UK, Netherlands, Italy, Turkey and China

26 HYDRITE CHEMICAL 2018 SALES: \$686M

Brookfield, Wisconsin, US

WWW.HYDRITE.COM

CEO: Paul Honkamp

Products: Chlor-alkali; foam control chemicals; food processing chemicals; liquid sulfites; pulp and paper chemicals; organics; inorganics; metal finishing chemicals; peracetic acid (PAA); solvents and wastewater



treatment chemicals

Services: Blending; manufacturing; solvent reclamation; hazardous waste removal; technical training and customer product research
Assets: 12 locations; bulk storage of 15m gal; private fleet of trucks and professional drivers

27 SOLVADIS GROUP 2018 SALES: \$674.9M

Frankfurt, Germany

WWW.SOLVADIS.COM

CEO: Andreas Weimann

Products: Sulphur, sulphuric acid; methanol; petrochemicals; solvents; industrial chemicals; industrial minerals; pharmaceutical raw materials; synthetic lubricants; laboratory chemicals; coatings; fertilizers; packaging materials; personal protective equipment

Services: Marketing; storage; transport; logistics; packaging; supply chain management; processing; remanufacturing; regeneration

Assets: 10 tank farms; two storage facilities/warehouses; one production facility

Trading sales: < 5 %

28 GTM HOLDINGS 2018 SALES: \$642M

Sao Paulo, Brazil

WWW.GTMCHEMICALS.COM

CEO: Jose Manuel Berges

Products: Specialty, performance and industrial chemicals; oilfield chemicals; coatings, inks, adhesives and sealants; elastomers; cosmetics ingredients; personal care ingredients; fragrances and flavours; pharmaceutical ingredients; agricultural chemicals; water treatment chemicals; food ingredients; animal feed ingredients; pulp and paper chemicals; mining chemicals; lubricants; household and industrial cleaning chemicals

Services: Product mixing and blending; formulation services; packaging; storage (bulk and packed warehousing); preparation of samples; chemical analysis; production of lubricants (automotive and industrial); labelling; stock control; logistics; just-in-time delivery; drum return handling; inventory management; technical support; waste management

Assets: 50 facilities throughout Latin America, including four owned maritime terminals; tank farms and blending units in all countries; 19 laboratories (product development, application technology, quality control)

29 HAWKINS 2018 SALES: \$550M

Roseville, Minnesota, US

WWW.HAWKINSINC.COM

President and CEO: Patrick Hawkins

Products: Caustic soda; bleach; minerals; lactates, sulphuric acid; hydrochloric acid; sodium citrate; vitamins; ferric/ferrous chloride; urea; chlorine

Services: Manufacturing; custom blending; packaging; private label; delivery

Assets: Seven industrial manufacturing facilities; 29 water treatment distribution warehouses; 125+ trucks; one nutraceutical manufacturing plant

Trading sales: 10%

30 NORDMANN, RASSMANN 2018 SALES: \$527M (€460M)

Hamburg, Germany

WWW.NORDMANN.GLOBAL

Chairman and managing director: Gerd Bergmann; **Managing directors:** Carsten Guntner, Felix Kruse

Products: Adhesives and sealants; composites materials; construction and coatings chemicals; contact lens, dental and medical materials; flame retardants; food additives; industrial chemicals and intermediates; lubricant additives; monomers; oleochemicals; personal care additives; pharmaceutical and nutraceutical ingredients; polyurethane chemicals; synthetic rubber and rubber chemicals; thermoplastics and polymer additives

Services: Laboratory services; studies and R&D; chemical synthesis and compounding; marketing and market intelligence; legislative and regulatory support; quality management and safety; global supply chain management; repackaging and refilling; sample service

Assets: Warehouses located all over Europe, Asia and North America

31 REDOX 2018 SALES: \$527M

Sydney, Australia

WWW.REDOX.COM

Managing director and chairman: Robert Coneliano

Products: More than 1,000 products serving over 140 industries; commodity and specialty chemicals; food ingredients; agricultural chemicals; household and personal care chemicals; mining chemicals; surface coatings; plastics additives; grease and lubricants; water treatment chemicals; building and construction chemicals; pharmaceutical ingredients

Services: Custom blending; dilutions; repackaging; bulk storage of powders, solvents, acids, alkalis; palletised storage; delivery

Assets: 12 regional sales offices; two manufacturing sites; seven owned and operated warehouses; more than 50 stock locations

32 INDUKERN 2018 SALES: \$508.3M (€443.7M)

Barcelona, Spain

WWW.INDUKERN.COM

WWW.GRUPOINDUKERN.COM

CEO: Daniel Diaz-Varela

Products: Food ingredients; pharmaceutical ingredients; pharmaceutical APIs; flavour and fragrance ingredients; industrial chemicals; veterinary and animal nutrition ingredients

Services: Blending; packaging; storage; sales; handling of chemical products

Assets: 11 warehouses in Spain; subsidiaries

Trading sales: 8%

33 CG CHEMIKALIEN 2018 SALES: \$482.2M

Laatzen, Germany

WWW.CG-CHEMIKALIEN.DE

CEO: Uwe Klass

Products: Organic and inorganic chemicals; solid matters; acid/alkaline solutions; solvents; specialties; food and feed ingredients; intermediates; pharmaceutical ingredients; cosmetics ingredients; paints and varnishes; water chemistry

Services: Storage; packaging; filling; blending; single sourcing; toll manufacturing; tank monitoring; application engineering consulting, manufacturing of paints/varnishes; GMP certification

Assets: Six warehouses; 100 trucks

Trading sales: 40%

34 QUADRA CHEMICALS 2018 SALES: \$473.2M

Vaudreuil-Dorion, Quebec, Canada

WWW.QUADRACHEMICALS.COM

WWW.QUADRAINGREDIENTS.COM

CEO: Tony Infilise

Products: Performance adhesives; flexible packaging; household, industrial and institutional cleaning chemicals; water treatment chemicals; mining and smelting chemicals; soluble fertilizer; pulp and paper chemicals; metal treatment and galvanizing chemicals; construction chemicals; coatings, adhesives, sealants and elastomers; pool and spa chemicals; oilfield chemicals; food and beverage ingredients; nutrition and nutraceutical ingredients; animal nutrition ingredients; health and wellness ingredients; pharmaceutical ingredients; cosmetics and fragrances ingredients; personal care ingredients

Services: Storage; packaging; blending

Assets: 16 locations including warehouses and tank farms

35 LEHVOSS GROUP 2018 SALES: \$438.7M (€383M)

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

NORTH AMERICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Univar Solutions	6,260.0	47 TER Group	76.8	93 Seeler Industries	26.1
2 Brenntag	5,311.8	48 Callahan Chemical	75.0	94 JNS-Smithchem	25.0
3 Tricon Energy	1,202.5	49 Chemical Solvents	75.0	95 Barentz International	24.9
4 IMCD	1,092.9	50 George S. Coyne Chemical	75.0	96 Atlantic Chemicals Trading	24.1
5 Helm	1,063.3	51 Connection Chemical	73.0	97 Seacole	22.0
6 Azelis	882.1	52 Tennants Distribution	70.2	98 ECEM European Chemical Marketing	21.4
7 Hydrite Chemical	686.0	53 Chemisphere	70.0	99 Connect Chemicals Group	21.2
8 Hawkins	543.0	54 Buckley Oil	67.0	100 DAXX	21.0
9 Quadra Chemicals	473.2	55 Skyhawk Chemicals	66.9	101 Eagle Alcohol	18.7
10 Maroon Group	425.0	56 SolvChem	66.2	102 Biesterfeld	18.0
11 EMCO Chemical Distributors	376.0	57 Brainerd Chemical	66.0	103 Schibley Solvents and Chemicals	17.5
12 PVS Distribution Group	305.0	58 Astro Chemicals	62.0	104 EMCO-Inortech	14.7
13 Wego Chemical Group	292.0	59 Walsh & Associates	60.6	105 LEVOSS Group	13.7
14 ICC Chemical	264.2	60 Petrochem Middle East	60.2	106 American Chemie	13.2
15 Interstate Chemical	249.0	61 Dien	59.5	107 Classic Distributing Company	11.0
16 Superior Oil	234.0	62 Safic-Alcan	58.4	108 Custom Chemical Services	11.0
17 Ksolv Group	230.0	63 Hubbard-Hall	55.2	109 Brisco do Brasil	10.5
18 Aceto	225.0	64 TRInternational	53.5	110 Novasol Chemicals Group	10.0
19 Marubeni Specialty Chemicals	215.0	65 Cambrian Solutions	53.5	111 Redox	10.0
20 Caldic	206.2	66 Valudor Products	53.0	112 ChemCeed	9.8
21 LBB Specialties (includes Charkit Chemical Company & AIC)	206.0	67 Chem One	50.1	113 Audiche Trading	9.6
22 ChemGroup	200.0	68 PHT International	48.8	114 Nordmann, Rassmann	9.2
23 Special Materials Company	192.0	69 McCullough & Associates	48.5	115 SMA Collaboratives	8.4
24 Barton Solvents	176.8	70 Ideal Chemical & Supply	45.8	116 Norkem Holdings	8.1
25 The Plaza Group	176.0	71 FBC Chemical	45.5	117 Manuchar	8.0
26 Pride Chemical Solutions	130.0	72 Coast Southwest	43.3	118 Snetor	8.0
27 Haviland Enterprises	122.3	73 Van Horn, Metz & Co	43.0	119 KH Chemicals	7.0
28 Omya	122.0	74 Chemical Distributors Inc (Buffalo, NY)	42.2	120 Faravelli	6.7
29 Sea-Land Chemical	117.5	75 Rahn Group	42.0	121 Solventis	6.5
30 Essential Ingredients	114.4	76 Vivion	39.0	122 Behn Meyer Group	5.7
31 Ravago Chemicals	112.3	77 GJ Chemical	38.0	123 Sinochem Plastics	5.7
32 Tilley Chemical	109.0	78 Research Solutions Group	36.5	124 A. S. Paterson	5.5
33 Harwick Standard Distribution	103.0	79 Jebesen & Jessen Group	35.5	125 DutCH2	4.6
34 Tanner Industries	102.7	80 BUFA Chemikalien Group	35.0	126 Arpadis Benelux	3.7
35 Chemsolv	102.0	81 Independent Chemical	35.0	127 ProChema	3.5
36 ClearTech Industries	100.0	82 Northspec Chemicals	35.0	128 Quimdis	3.4
37 TRiISO	93.0	83 Acid Products	34.1	129 Prakash Chemicals International	3.3
38 Mays Chemical	91.3	84 R.E. Carroll	33.0	130 Airedale Chemical	2.3
39 TCR Industries	88.0	85 Veckridge Chemical	33.0	131 HARKE Group	2.2
40 Greenchem Industries	84.5	86 Radchem Products	32.1	132 Bodo Moller Chemie	2.1
41 Rowell Chemical	82.0	87 T.Z Group (including TZ Trading, Tau Chemicals Inc, Quimica Treza)	30.6	133 Arkem Kimya	2.0
42 The Chemical Company	81.5	88 Industrial Chemicals Corp	30.2	134 KPL International	1.9
43 Miles Chemical	80.5	89 SAL Chemical	29.8	135 Indukern	1.3
44 Pluschem EEIG	80.0	90 Joss Elastomers	28.1	136 Monachem Group	1.2
45 Webb Chemical Service	80.0	91 Metafrax Trading International	27.1	137 Cornelius Group	1.2
46 CellMark Chemicals	78.0	92 Gulf Coast Chemical	26.3	138 Penpet Petrochemical Trading	1.1

NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography

Hamburg, Germany

WWW.LEHVOSS.DE

Managing partners: Knut Breede, Soenke Thomsen, Thomas Oehmichen

Products: Customised polymer materials; masterbatches; pastes; magnesia; carbon black; rare earths; rheology modifiers; diatomaceous earths; cosmetics raw materials; nutraceutical ingredients; functional fluids; filter cartridges; rubber chemicals

Services: Repackaging; production of compounds, masterbatches, pastes and other; warehousing; logistics

Assets: Five production sites; seven own warehouses and several external warehouses; six laboratories

Trading sales: 30%

36

MAROON GROUP

2018 SALES: \$425M

Avon, Ohio, US

WWW.MAROONGROUPLLC.COM

CEO: Terry Hill; President

COO: Mike McKenna

Products: Specialty additives; specialty resins; specialty pigments; specialty intermediates; specialty ingredients and packaging

Services: Custom blending; repackaging; micronisation; drumming; public warehousing; FDA and SQF storage; laboratory services; technical and formulary assistance; R&D

Assets: 130,000 square foot headquarters facility in Avon, Ohio; 170,000 square foot facility in Lincoln, Rhode Island and 37,000 square foot facility in Newark, New Jersey; additional 35 total warehouses in North America; seven company owned and operated trucks; six customer service centres

37

ACETO

2018 SALES: \$415M

Port Washington, New York, US

WWW.ACETO.COM

CEO: William Kennally

Products: Specialty chemicals; generic agricultural formulations; pharmaceutical intermediates; active pharmaceutical ingredients; nutritional products

Services: International sourcing; logistics and handling

Trading sales: 60%

38

WEGO CHEMICAL GROUP

2018 SALES: \$395.5M

Great Neck, New York, US

WWW.WEGOCHEM.COM

Principal and president: Bert Eshaghpour

Products: Agricultural chemicals; animal nutrition and feed ingredients; antifreeze and coolants; CASE; corrosion inhibitors;

lithium battery materials and electrolytes; lubricants and greases; pharmaceutical ingredients and fine chemicals; HI&I chemicals; flame retardants; food and beverage ingredients; metal working chemicals; finishing and flux chemicals; oilfield services chemicals; plastics additives; resins and rubber additives; pulp and paper chemicals; water treatment and pool chemicals

Services: Supply chain solutions; logistics; warehousing; outsourcing

Assets: 100+ worldwide professionals; 14 international offices; global distribution network of 50+ warehouses

Trading sales: 20%

39

EMCO CHEMICAL DISTRIBUTORS

2018 SALES: \$376M

Pleasant Prairie, Wisconsin, US

WWW.EMCOCHEM.COM

President: Edward Polen

Products: Acids and alkalis; additives; aliphatic and aromatic hydrocarbons; amines; carbonates; chelating agents; ester and ether esters; glycols; ketones; pigments; plasticizers; resins; silicones; surfactants; terpene and citrus solvents

Services: Blending and packaging; waste services; application laboratory services; warehousing; order fulfilment; USP and food grade packaging; private fleet delivery

Assets: three production facilities; six warehouses; 5,000 square foot CASE applications lab; 40 trucks; 85 trailers

40

QUIMICA ANASTACIO

2018 SALES: \$374.9M

Sao Paulo, Brazil

WWW.QUIMICANASTACIO.COM.BR

CEO: Jan Felix Krueder

Products: Cosmetics and personal care ingredients; pharmaceutical ingredients; flavours; animal health ingredients; agricultural chemicals; rubber; household and auto care chemicals; lubricants; plastics; polyurethanes; paints and coatings; resins and adhesives; food ingredients; feed ingredients; sports nutrition ingredients

Services: Storage; blending; packaging; bulk distribution; trading; cargo consolidation; dedicated procurement

Assets: Six warehouses

Trading sales: 14%

41

VIKUDHA OVERSEAS

2018 SALES: \$357M

Hong Kong, China

WWW.VIKUDHA.COM

CEOs: Vikash Adukia, Deep Adukia

Products: Petrochemicals and polymers; agricultural and feed chemicals; cosmetics and per-

sonal care ingredients; detergents and home care chemicals; food and beverage ingredients; mining, oil and gas chemicals; paint and coatings ingredients; plastics additives; polyurethanes; rubber and paper chemicals; textiles and leather chemicals; water treatment chemicals

Services: Mixing; blending; formulation; product sourcing; market development; creative financial solutions; market intelligence; logistics expertise; shipping advisory and documentation

Assets: 18 offices worldwide; 300+ employees globally; multiple warehouses worldwide; formulation facility in Malaysia

Trading sales: 70%

42

PON PURE CHEMICALS

2018 SALES: \$345.9M

Chennai, Tamil Nadu, India

WWW.PURE-CHEMICAL.COM

CEO: M Ponnuswami

Products: Acids and derivatives; aromatics; ketones; esters; ethers; chlorinated solvents; alcohols; aliphatic solvents; hydrocarbons; monomers; specialty chemicals; coatings and inks; plastics and composites; textile chemicals; leather and paper chemicals; sugar chemicals; water treatment chemicals; lubricants

Services: Small packaging; underground storage; technical service; custom blending; just-in-time delivery; transportation

Assets: 25 branches in India; five overseas branches; 23 warehouses across India (including seven explosive repackaging warehouses); leased terminal facilities

43

EIGENMANN & VERONELLI

2018 SALES: \$343.7M (€300M)

Rho, Milan, Italy

WWW.EIGVER.COM

CEO: Ludovico Balbo di Vinadio

Products: Speciality chemicals for adhesives and sealants; animal nutrition and health ingredients; building chemicals; ecology and water treatment chemicals; food ingredients; home and industrial care chemicals; leather chemicals; lubricants and industrial auxiliaries; organic synthesis chemicals; paper chemicals; personal care chemicals; pharmaceutical ingredients; plastic additives; polyurethanes; rubber chemicals; surface coatings; textile chemicals

Services: Production including toll and third-party manufacturing; repackaging; warehousing

Assets: Two production plants; three warehouses

Trading sales: 15%

44

POCHTECA MATERIAS PRIMAS

2018 SALES: \$336.5M

Mexico City, Mexico

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

WWW.POCHTECA.COM.MX
WWW.POCHTECA-ENGLISH.COM

Executive director: Eugenio Manzano

Products: Inorganic chemicals; solvents and blends; food ingredients; chemical specialties; lubricants

Services: Blending; packaging, storage and logistics solutions; product application; product development; quality control

Assets: More than 299,000 square metres of logistics capacity; capacity to store 21.5m litres of liquids

45 **CELLMARK CHEMICALS**

2018 SALES: \$333.9M

Gothenburg, Sweden

WWW.CELLMARK.COM

President, Chemicals: Hugo Galletta;

President, Basic chemicals: Ersin Alkan

Products: Basic chemicals; lignosulfonates; caustic soda; semiconductor materials; renewable battery materials; oilfield chemicals; water treatment chemicals; coatings; agrochemicals; flame retardants; food and beverage ingredients; cosmetic and oral care ingredients; active pharmaceutical ingredients; organic chemicals; inorganic chemicals; specialty and fine chemicals

Services: Sales and marketing; sourcing; custom manufacturing; packaging; blending, milling and granulations; R&D; regulatory services; market research; logistics

Assets: Production equipment and inventory held at public warehouses in over 20 locations worldwide

Trading sales: Less than 30%

46 **M. CASSAB**

2018 SALES: \$318.8M

Sao Paulo, Brazil

WWW.MCASSAB.COM.BR

CEO: Victor Cutait Neto

Products: Performance and specialty chemicals; polyurethane chemicals; paints and resins materials; construction chemicals; polymers additives; solvents; additives; silicones; pigments; monomers; emulsifiers; polyols; isocyanates; biocides; APIs and pharmaceutical excipients; home and personal care ingredients; veterinary products; feed and food premixes and ingredients; vitamins; amino acids

Services: Blending; packaging; storage; dilutions; technical applications laboratory services (polyurethanes, home and personal care, pharmaceuticals and food); full technical support; formulation

Assets: Three warehouses in Brazil; one warehouse in Argentina; four premix facilities for animal nutrition; one premix facility for food nutrition; physical, chemical and microbiological accredited ISO 17025 laboratory

47 **PROTEA CHEMICALS**

2018 SALES: \$315M

Bryanston, Gauteng, South Africa

WWW.PROTEACHEMICALS.CO.ZA

WWW.OMNIA.CO.ZA

Managing director: Funani Mojono

Products: Mining chemicals; agriculture and animal feeds; food ingredients including yeasts and enzymes for the wine industry;

coatings and solvents including adhesives and sealants; polymers and elastomers; industrial acids; oil and gas industry commodities and additives; water treatment commodities and specialties; chlor-alkali products including caustic soda and chlorine liquid gas; personal care and pharmaceutical chemicals; base oils and specialty additives.

Services: Break bulk; warehousing and distribution in South Africa and neighbouring territories; packaging to required smaller pack sizes; blending to proprietary recipe/formulation; manufacture of specific water treatment chemicals; emergency response; effluent treatment and safe disposal; customer facility installations and management of full supply chain; fully ISO and OHSAS accredited and signatory to CAIA Responsible Care

Assets: 16 physical locations in South Africa, Namibia, Kenya and Angola (over 40 hectares); over 50,000 square metres of warehouse space; fleet of over 80 delivery vehicles for liquid bulk and packed chemical distribution; over 30,000 cubic metres of bulk liquid chemical storage under management

Trading sales: 2%

48 **TOP SOLVENT**

2018 SALES: \$307.5M

Bangkok, Thailand

WWW.TOPSOLENT.COM/EN

CEO: Acharee Tiyabhorn

Products: hydrocarbon solvents (hexane, pentane, SBP group, toluene, xylene, aromatic solvents, white spirits); chemical solvents (IPA, acetone, MEK, ethyl acetate, butyl ace-



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

tate); styrene; ethylene glycol (MEG/DEG); food ingredients; pharmaceutical ingredients; personal care ingredients; animal feed products; cleaning products

Services: Manufacturing of hydrocarbon solvent products; storage; drum filling; transportation; multi-delivery mode offerings (vessel, bulk truck, ISO Tank, drum); thinner blending

Assets: One hydrocarbon solvents manufacturing plant via subsidiary Sak Chaisidhi (SAKC); four tank terminals; 73 chemical storage tanks; six warehouses; loading and unloading facilities with both trucks, ISO tanks and vessels; drum filling station; laboratory (QC and technical); 51 bulk trucks (contracted); 39 pack trucks (contracted)

Trading sales: 1%

49 QUIMTIA 2018 SALES: \$307M

Buenos Aires, Argentina

WWW.QUIMTIA.COM

President and CEO: Diego Collard Bovy

Products: Mining chemical blends; water treatment chemicals; paper chemical blends; feed additives and specialities; feed premixes; feed vaccines; food blends; food flavours; food ingredients; basic industrial chemicals; plastic bags and sacks

Services: Packaging and storage; blending (feed and food premixes); dilutions; production (animal vaccines, flavours); applications consulting; quality control (company labs); total chemical management services at customer sites

Assets: 13 warehouses; eight laboratories (quality control, applications)

Trading sales: 2%

50 PVS DISTRIBUTION GROUP 2018 SALES: \$305M

Detroit, Michigan, US

WWW.PVSCHEMICALS.COM

Chief operating officer: Timothy F Nicholson

Products: Full line of chemicals; inorganic acids and bases; surfactants; solvents

Services: Blending; packaging; storage; trucking; minibulk

Assets: Five warehouses; company-owned fleet of box vans and bulk trailers; network of terminals

Trading sales: 2%

51 TELKO 2018 SALES: \$304.7M (€266M)

Espoo, Finland

WWW.TELKO.COM

CEO: Kalle Kettunen

Products: Engineering plastics; automotive chemicals; paints and coatings; personal care ingredients; packaging; construction chemicals; additives; mining chemicals

Services: Blending; packaging; tailor-made products; sourcing services; materials consulting

52 ECEM EUROPEAN CHEMICAL MARKETING 2018 SALES: \$287.1M

Amsterdam, Netherlands

WWW.ECEM.COM

CEO: Barend Barendse

Products: Acrylates and methacrylates; hydroxy monomers; 150 special monomers; anhydrides; phosphonates; water treatment chemicals; polyurethanes; food and feed ingredients; pharmaceutical ingredients; coatings resins and polymers; adhesives and sealants; water treatment chemicals; isocyanates TDI and MDI for polyurethanes

Services: One-stop shopping; global supply chain service; consignment stocks; fully REACH registered in EU; bulk storage and warehousing; drumming installation; blending; returnable IBCs; over 100 products in stock; local storage in several countries

Assets: eight own ISO Tanks for dedicated bulk transport; over 100 returnable (custom tailored) stainless steel IBCs; over 70 professional staff in sales and logistics and workers at several terminals and warehouse operations; sales offices in Brazil, Japan, China, US and EU

Trading sales: 4%

53 KRAHN CHEMIE 2018 SALES: \$284.1M (€248M)

Hamburg, Germany

WWW.KRAHN.EU

Managing directors: Dr. Rolf Kuropka, Axel Sebbes

Products: Coating ingredients (additives, rheology modifiers, pigments and colourants, resins, biocides, film consolidation agents); construction chemicals (additives, pigments, fillers, rheology modifiers); adhesives ingredients (resins, plasticizers, additives, bonding agents); plastic ingredients (additives, plasticizers, flame retardants), rubber ingredients (synthetic rubber, adhesion promoters, mould release agents); ceramic powders (zirconia, alumina); lubricant ingredients (base oils, additives and additive packages); heat transfer fluids

Services: Technical sales and marketing support; application development; laboratory analysis; colorimetry and colour matching service; formulation advice; warehousing and logistics solutions; mixing and blending; re-packaging; sampling service; legislative and regulatory support

Assets: Two technology centres

54 NORKEM HOLDINGS 2018 SALES: \$276M

Knutsford, Cheshire, UK

WWW.NORKEM.COM

Group managing director: A Nicholson

Products: Iodine and iodine salts; zinc oxide and zinc salts; manganese compounds; copper salts; barium carbonate; citric acid; potassium carbonate and hydroxide; food chemicals; pharmaceutical intermediates; feed chemicals

Services: Blending; packaging; manufacturing; liquid suspensions; liquid solutions

Assets: 12 locations worldwide

55 CONNECT CHEMICALS GROUP 2018 SALES: \$265M

Ratingen, Germany

WWW.CONNECTCHEMICALS.COM

CEOs: Basar Karaca, Dirk Otmar

Products: Paper chemicals; lubricants and metal-working fluids; cosmetics and personal care ingredients; water treatment chemicals; household and industrial care chemicals; coatings, adhesives and sealants; plastics

Services: Custom manufacturing; blending; storage; sourcing

Trading sales: 100%

56 SOLVENTIS 2018 SALES: \$264.3M (€230.7M)

Guildford Surrey, UK

WWW.SOLVENTIS.NET

CEO: David Lubbock;

Managing director: Nick Johnson

Products: Alcohols; antifreeze; brake fluids; acetate esters; glycols; glycol ethers; hydrocarbons; ketones; monomers; propylene glycol ethers; white oils; airplane de-icers

Services: Importing of bulk chemicals; global bulk and drum distribution and blending of automotive products; Antwerp storage terminal with drumming and blending facilities; UK storage and blending facility

57 RAI RAKHA AL KHALEEJ INTERNATIONAL 2018 SALES: \$260M

Dubai, UAE

WWW.RAI-UAE.COM

CEO: Henry F Roth

Products: Polymers (PE, PP, ETP, PVC); masterbatches and fillers

Services: Trading

Assets: Four owned warehouses; others on lease

Trading sales: 25%

58 KPL INTERNATIONAL 2018 SALES \$258.7M (INR 18,009M)

New Delhi, India

WWW.KPLINTL.COM

Managing director: Surinder Kumar Kak

Products: Bulk and essential chemicals; polymers; paper and allied chemicals; specialty chemicals; paint & coating chemicals; industrial and specialty gases; engineering consumables; Darjeeling teas

Services: Development of markets for new products and applications; investment in value-added services like repackaging facilities for greater market coverage; providing continuous market intelligence, technical and after-sales support; sourcing; exports; procurement and auditing services; KPL sources and exports products from India, China and Middle East countries to international markets; repackaging services; warehousing and logistics services; facilitating technical support from group companies for quality control, testing and plant audits

Assets: Seven warehouses; two bottling facilities for refrigerant and industrial gases; eight wind turbines with generation capacity of 15.35 MW

Trading sales: 25.43%

59

TENNANTS DISTRIBUTION

2018 SALES: \$257.8M (£202M)

WWW.TENNANTS DISTRIBUTION.COM

Chairman: Andrew Mitchell

Managing director: Tim Griffiths

Products: Acids and alkalis; animal feed raw materials; fatty acids, alcohols and esters; food ingredients and flavours; fragrances; general chemicals; Greenox AdBlue; personal care ingredients; pharmaceutical products; resins; solvents; specialty products; surfactants; water treatment chemicals; white oils and petroleum jelly

Services: Warehousing and storage; repackaging; blending; formulating; relabelling

Assets: 20 sites (including warehousing and storage); own vehicles

Trading sales: 2%

60

KTM

2018 SALES: \$257M

Istanbul, Turkey

WWW.KTM.COM.TR/EN/

CEO: Keyan Zulfikari

Products: Polymers; oxo alcohols; solvents; alcohols; acrylates; plasticizers; monomers, rubber and rubber chemicals; polyurethane raw materials; TiO₂; organic and inorganic chemicals

Services: International marketing; distribution; logistics; packaging; storage; inventory management; VMI and JIT; blending, financing, risk management

Assets: Pan-European coverage and offices; shore tanks and bulk storage facilities; nu-

merous warehouses covering Europe and Turkey; truck fleet and road tankers.

Trading sales: 25%

61

INTERSTATE CHEMICAL

2018 SALES: \$249M

Hermitage, Pennsylvania, US

WWW.INTERSTATECHEMICAL.COM

President and CEO: Albert R Puntureri

Products: Alcohols; glycols; ketones; caustic soda; thermal fluids; catalysts; plasticizers; resins; various solvents

Services: Manufacturing; blending; toll manufacturing; packaging; storage

Assets: Two manufacturing facilities; eight distribution facilities; two river terminals; 200 trucks

62

ARKEM KIMYA

2018 SALES: \$248M

Istanbul, Turkey

WWW.ARKEM.COM

Chairman and CEO: Levend Kokuludag

Products: Monomers; hydrocarbon solvents; alcohols; ketones; esters; glycols; glycol ethers; chlorinated solvents; oleochemicals; specialty chemicals; cosmetics; pharmaceuticals; food ingredients; surfactants; plastics

Services: Sales and marketing; blending; formulating; drumming; packaging; labelling and storage

Assets: One deep-sea tank terminal; logistics company with 75 transport units and 600 ISO tank containers; four warehouses

Trading sales: 3%

63

SOLVOCHEM HOLDINGS

2018 SALES: \$245M

Limassol, Cyprus

WWW.SOLVOCHEM.COM

Chairman: Anthony Joseph Flouty

Products: Solvents and chemicals; plastic; additives; plasticizers; urethanes and mining products

Services: Storage; blending; packaging

Assets: Seven trucks; 11 warehouses; 93 tanks

Trading sales: 40%

64

SUPERIOR OIL

2018 SALES: \$234M

Indianapolis, Indiana, US

WWW.SUPERIOROIL.COM

President: Kurt Hettinga

Products: Solvents; water-based cleaners; paint pre-treatment products; paint purge; thinners; heat transfer fluids; pressroom chemicals; fibreglass reinforcements; resins; catalysts; gel coats; corrosion inhibitors; sur-

factants; plasticizers

Services: Solvent recycling; blending; custom manufacturing; private labelling; waste disposal; acetone replacement systems; vendor-managed inventory; regulatory consulting; bulk and package delivery

Assets: Eight full-service locations; 55 trucks; 150 trailers; 250 bulk tanks; 55 blend tanks

65

BUFA CHEMIKALIEN GROUP

2018 SALES: \$230M

Hude-Altmoorhausen, Germany

WWW.BUEFA.DE

CEO: Ronald Ijzer

Products: Ethanolamines, ethylene glycol ethers, ethylene glycols, polyethylene glycols, propylene glycol ethers, propylene glycol, isopropyl alcohol, propionic acid, formic acid, caustic soda, solvents, aromatics, styrene, surfactants, oxo alcohols

Services: Formulating, warehousing, filling and bottling, blending, logistics, drumming

Assets: Six warehouses, 14 trucks

Trading sales: 30%

66

KSOLV GROUP

2018 SALES: \$230M

Houston, Texas, US

WWW.KSOLV.COM

Owner/CEO: Russ Allen

Products: Aliphatic solvents; aromatic solvents; alcohols; glycols; glycol ethers; acetates; chlorinated solvents; ketones; base oils; white oils; acids

Services: Chemical distribution; chemical packaging; chemical blending; chemical laboratory; maritime services; emergency spill response; disaster response; industrial services; waste management; transportation

Assets: Tote and drum warehouse tank farm; flare; nitrogen access; dock

67

MARUBENI SPECIALTY

CHEMICALS

2018 SALES: \$229M

White Plains, New York, US

WWW.MARUBENISCI.COM

President: Jo Harada

Services: Paper chemicals; agricultural chemicals; plastics additives; automotive chemicals; packaging film

Assets: Furniture and fixtures; leasehold improvements

68

DONAUCHEM

2018 SALES: \$226.8M (€198M)

Vienna, Austria

WWW.DONAUCHEM.COM

CEO: Bogdan Banaszczyk

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Products: Commodity and specialty chemicals; food ingredients; pharmaceutical ingredients; paint and construction chemicals; cosmetics and detergents ingredients; metal treatment chemicals; printing chemicals; water treatment chemicals; customer specific compositions

Services: Mixing; blending; environmentally friendly consultancy and planning; technical consultancy; training sessions on safety and the law; waste disposal; consultancy on chemical law and Reach

Assets: 12 warehouses

Trading sales: 20%

69 GAMMA CHIMICA 2018 SALES: \$222.1M (€193.9M)

Lainate, Milan, Italy

WWW.GAMMACHIMICA.IT

President: Giuseppe Mearini

Products: Glycols; ethanolamines; fatty acids; intermediates; solvents; antifreeze; glycerine; sequestering agents

Services: Storage; packaging; blending; anti-freeze production

Assets: Head office; warehouse of 54,000 square metres

70 LBB SPECIALTIES (INCLUDES CHARKIT CHEMICAL, AIC) 2018 SALES: \$215M

New York City, New York, US

WWW.LBBSPECIALTIES.COM

President and CEO: Charles Hinnant

Products: Personal care ingredients; nutritional ingredients; biotech chemicals; food ingredients; pharmaceutical ingredients; plastics additives; water/metal treatment chemicals; flavors and fragrances, nutraceuticals; electronic chemicals; industrial chemicals; plastics; veterinary chemicals; concrete chemicals; medical devices

Services: Warehousing; blending; packaging; custom/contract manufacturing; custom synthesis; product development

Assets: 69 stocking locations in North America

71 METAFRAX TRADING INTERNATIONAL 2018 SALES: \$211.9M (€185M)

Lugano, Switzerland

WWW.METADYNEATRADING.COM

President: Ralph Theuer; **Director:** Alexander Maksimov

Products: Methanol; hexamine (urotropine); micronized hexamine; pentaerythritol; micronized pentaerythritol; dipentaerythritol; wax polymer compounds; polycarbonate; melamine; paraformaldehyde; phthalic anhydride

Services: Storage of liquid and solid chemicals; transshipment; blending; toll manufacturing; warehousing; packaging; delivery by vessel, rail, container, truck and silo-truck

Assets: Head office in Switzerland; branch office in Austria; three manufacturing/warehousing sites; third-party warehouses

Trading sales: 10%

72 HSH CHEMIE 2018 SALES: \$208.5M (€182M)

Hamburg, Germany

WWW.HSH-CHEMIE.COM

Executives: Stephan P Lohden, Frank Raabe, Stefan Rather

Products: Specialty chemicals for coatings, adhesives and building products; personal and home care ingredients; food, feed and pharmaceutical ingredients; plastics and rubber additives; industrial performance chemicals

Services: Technical consultancy; formulation advice; storage and logistics; sampling; financing; full compliance support; full marketing support

Assets: 12 sales office locations in central and eastern Europe

Trading sales: 10%

73 ORKILA 2018 SALES: \$208M

Beirut, Lebanon

WWW.ORKILA.COM

Chairman and CEO: Antoine Sacy

Products: Specialty chemicals; pharmaceutical ingredients; agrochemicals; animal nutrition ingredients; personal care ingredients; performance products; paints and construction chemicals; oilfield chemicals; plastics additives; home care chemicals; water treatment chemicals

Services: Sales and marketing covering 60 countries; centralised purchasing and consolidated shipment; local currency invoicing; application laboratory services; local technical support; in-house market data collection and analysis

Assets: 18 regional centres and more than 45 warehouses; a European hub based in Rotterdam; technically qualified sales force; ISO 9001:2015 and GDP certifications

74 WWRC HOLDING 2018 SALES: \$208M

Singapore

WWW.WWRC.COM

CEO: Teoh Weng Chai

Products: Resins and intermediates; additives and catalysts; pigments, fillers and extenders; other chemicals and solvents; grinding media

Services: Technical service; storage; delivery

Assets: Eight warehouses



75 BANDEIRANTE QUIMICA 2018 SALES: \$207.9M

Sao Paulo, Brazil

WWW.BBQUIMICA.COM.BR

CEO: Carlos Eduardo Marin

Products: Aromatics; aliphatic solvents; oxygenated solvents; ethanolamines; titanium dioxide (TiO₂); surfactants; specialty resins; carbon black; tailor-made blends; UV monomers/oligomers; household and personal care chemicals; silicas; amines; agricultural chemicals; epoxy resins; glycols; mining chemicals

Services: Blending; agency sales (indent sales); formulation; technical assistance; storage; packaging

Assets: Six branches; 95 tanks; three warehouses; truck fleet; two laboratories; 2,000 IBCs

76 UNITED TRADING SYSTEM (UTS/ETC) 2018 SALES: \$201M

St Petersburg, Russia

WWW.UTSRUS.COM

Managing director UTS: Lars Hjorth;

Managing director ETC: Andrey Shkola

Products: Paints and coatings chemicals;



dry mixture and construction chemicals; plastics and polymer additives; rubber chemicals; resins and chemicals for composites; fibres; chemicals for detergents; cosmetics and household chemicals; oilfield, lubricant and refinery additives and chemicals; food additives; specialties and basic chemicals; pharmaceutical raw materials; agricultural chemicals

Services: Storage; mixing/blending; laboratory services; technical support; developing certification

Assets: 12 offices; 12 warehouses; seven laboratories; 451 employees

77 GRUPO RNM 2018 SALES: \$200.9M

Famalicao, Portugal
WWW.GRUPORN.MPT

CEO: Ricardo Machado

Products: Caustic soda; hydrogen peroxide; sulphuric acid; hydrochloric acid; sodium hypochlorite; plastics (PE, PP, PVC, PS, PET, EVA); solvents; specialties; glycols; propylene glycol; glycol ethers; surfactants; silicones; methanol; epoxy resins; inorganics

Services: Storage of liquid and packed products; blending; standard and tailor-

made packaging; stock control and telemetry; logistics operations consulting

Assets: Logistics complex; five tank terminals for liquids; 55 trucks; 50 cisterns; six semi-trailers; 65 ISO tank containers

Trading sales: 10%

78 CHEMGROUP 2018 SALES: \$200M

Fairfield, Ohio, US

WWW.CHEMGROUP.COM

President: Marty Wehr

Products: Acids; alkalis; hydrogen peroxide; sodium hypochlorite; solvents and intermediates; glycols; glycol ethers; amines; surfactants; alcohols; water treatment chemicals; nitrogen products; white oils; borates; lime and specialty chemicals; gas-to-liquid (GTL) fluids and solvents

Services: Chemical and inventory management; blending; warehousing; technical and safety training; customised billing

Assets: 10 warehouses with over 420,000 square feet; over 2m gal bulk storage; 26 tractors; 16 straight trucks; 36 trailers; 12 tankers

79 CHEMPARTNERS 2018 SALES: \$196.5M

Moscow, Russia

WWW.PROPARTNERS.RU

CEOs: Gaurav Sood, Constantin Rzaev

Products: Plastics; polyolefins; polyurethanes; steel; MCAA; disinfection chemicals; pulp and paper chemicals; animal feed; synthetic fibres; oil drilling chemicals; hydraulic fracturing chemicals; flexible packaging; chemicals for crude transportation; rubber and tyres; mining chemicals

Services: Blending; packaging; vendor managed inventory; international logistics; local logistics; sourcing services; surveying services; market research; agro trading; learning centre

Assets: 24 warehouses; one office space

Trading sales: 13%

80 BANG & BONSONER 2018 SALES: \$194.7M (€170M)

Helsinki, Finland

WWW.BANGBONSONER.COM

CEO: Mikko Teittinen

Products: Coatings and construction chemicals; food ingredients; personal and home care ingredients; packaging and plastics additives; composites and polyurethanes, polymer materials

Services: Process chemistry solutions with engineering, remote control and digitisation; manufacturing of industry intermediate products and functional blends; application laboratory services; R&D and formulations; blending; dissolving; packaging; warehousing, logistics

Assets: One R&D centre; six application laboratories and technical centres; five manufacturing sites; 15 warehouses

81 SPECIAL MATERIALS COMPANY 2018 SALES: \$192M

New York, US

WWW.SMC-GLOBAL.COM

CEO: Adam Feldman

Products: Specialty solvents; paints and coatings additives; oilfield chemicals; phosphorus derivatives; water treatment chemicals; biocides; friction reducers; electronic chemicals; mining chemicals; flame retardants; textile additives; photo imaging chemicals; PCBTF; sodium hypophosphite; glutaraldehyde; scale and corrosion inhibitors

Services: Custom blending; relabelling; solution adjustments; neutralisation reactions; conversions; dilutions; storage; warehousing; bulk storage; consignment inventory; just-in-time delivery; third-party warehousing; technical sales and support; regulatory affairs expertise

Assets: Five global production sites; 15 warehouses; truck fleet

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

82 THE PLAZA GROUP

2018 SALES: \$184M

Houston, Texas, US

WWW.THEPLAZAGRP.COM

President: Randy Velarde

Products: Solvents; intermediates; elastomers; styrenics; polyethylenes; agricultural chemicals; lignosulfonates

Services: Marketing; logistics; storage

Assets: One warehouse; one bulk storage tank; 101 railcars

83 TRANSMARE CHEMIE

2018 SALES: \$183.5M

Antwerp, Belgium

WWW.TRANSMARE.COM

WWW.TRANSMARE-CHEMIE.COM

CEO: Patrick Van Ende

Products: Chemicals and blends for the oil and gas industry; fine chemicals for health, personal and home care; food and feed ingredients; industrial and high purity solvents; chemicals and pigments for paints and adhesives; reference fuels; plastics additives

Services: Personalised blends and formulation support; drumming and packaging

Assets: 11 warehouses; Class 2 storage facilities

Trading sales: 50%

84 IMPAG

2018 SALES: \$180.0M (€150M)

Zurich, Switzerland

WWW.IMPAG.COM, IMPAG.CH

CEO: Remo Bernardi

Products: Coatings additives; anhydrides; acrylates; polyols; flame retardants; polyurethanes; green solvents; detergents; base chemicals; cosmetics functionals and active ingredients; food ingredients; pharmaceutical APIs; metals; oleochemicals

Services: Global logistics; global sourcing; storage; application laboratory services; technical support; regulatory support; financing; packaging

Assets: Six sales offices across Europe; one tank farm for liquid goods; own application laboratory

Trading sales: 20%

85 BARTON SOLVENTS

2018 SALES: \$176.8M

Des Moines, Iowa US

WWW.BARSOL.COM

President: David M Casten

Products: Aliphatics; aromatics; alcohols; glycol ethers; acetates; ketones; glycols; epoxy resins; surfactants; distilled spirits; specialty chemicals; USP/NF pharmaceutical ingredients; oils; lubricants

Services: Custom packaging; custom blend-

ing; delivery to customer or job site; waste services; laboratory services

Assets: Six stocking locations; delivery fleet

86 HAEFFNER

2018 SALES: \$170M

Asperg, Stuttgart, Germany

WWW.HAEFFNERGROUP.COM

CEOs: Jurgen Martin; Thomas Dassler

Products: Water treatment chemicals; paints, inks, coatings, adhesives and resins additives; paint, textile and leather auxiliaries; food additives; feed additives; metal treatment chemicals; household and personal care ingredients; lubricant additives

Services: Mixing; blending and formulating; repackaging; contract packaging; warehous-

ing of hazardous goods; just-in-time delivery; applications advice; single sourcing

Assets: Six warehouse facilities; tank farm; HACCP filling and blending area; one laboratory; 30 trucks

Trading sales: 10%

87 2M HOLDINGS

2018 SALES: \$164.4M (£128.9M)

Runcorn, UK

WWW.2M-HOLDINGS.COM

CEO: Mottie Kessler

Products: Triklone LE (aerospace); Perklone EXT (oil refinery/catalyst grade); MEC Prime (pharmaceutical grade); surfactants/rheology modifiers; AdBlue (emission reduction); aerospace approved products; Pigmentan (anti-

MIDDLE EAST/AFRICA CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)
1 Snetor	856.0	36 Azelis	14.9
2 Petrochem Middle East	794.3	37 ECEM European Chemical Marketing	14.6
3 Pluschem EEIG	750.0	38 Grupo RNM	13.1
4 Tricon Energy	647.2	39 Sinochem Plastics	12.0
5 Protea Chemicals	313.4	40 Quimdis	11.5
6 Solvochem Holdings	245.0	41 Ricardo Molina Group	11.2
7 Manuchar	215.0	42 BUFA Chemikalien Group	11.0
8 Orkila	208.0	43 Arpadis Benelux	10.3
9 Vikudha Overseas	171.0	44 Grolman Group	9.6
10 Ravago Chemicals	120.3	45 Barentz International	9.5
11 RAI Rakha Al Khaleej International	120.0	46 Indukern	9.5
12 Quimidroga	113.4	47 Group Barcelonesa	7.4
13 ICC Chemical	99.8	48 Unipex	7.4
14 Taj Al Mulook	88.9	49 EMSA Tecnologia Quimica	6.9
15 Afriglobal Commodities	83.0	50 DutCH2	6.0
16 Transmare Chemie	82.8	51 Rahn Group	5.0
17 Al Nahda International (Anichem Group)	79.3	52 Megachem	4.7
18 CellMark Chemicals	74.0	53 Airedale Chemical	4.6
19 Prakash Chemicals International	53.8	54 Noahs Ark Chemicals	4.6
20 Shamrock Shipping & Trading	50.7	55 Penpet Petrochemical Trading	4.6
21 Solvadis Group	47.7	56 Proquibasa	4.6
22 Biesterfeld	43.0	57 Joss Elastomers	4.0
23 Onya	40.7	58 Matrix Chemie	3.8
24 Linkers Chemicals & Polymers	38.3	59 CG Chemikalien	3.8
25 Metafrax Trading International	36.1	60 2M Holdings	3.4
26 Jebsen & Jessen Group	29.8	61 KPL International	2.8
27 Venus Chemicals Group	29.0	62 TOP Solvent	2.5
28 Helm	28.6	63 ProChem	2.0
29 Bodo Moller Chemie	28.0	64 A. + E. Fischer-Chemie	1.1
30 KH Chemicals	26.5	65 Atlantic Chemicals Trading	1.1
31 Norkem Holdings	24.0	66 Will & Co	1.1
32 Solventis	23.4	67 LEHOSS Group	1.1
33 Kale Kimya	22.0	68 Haeffner	1.0
34 Pon Pure Chemicals Group	17.5	69 Hawkins	1.0
35 Safic-Alcan	17.2		

NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

corrosive, environment friendly pigments); SamSol; specialty personal care and cosmetics ingredients; hydrocarbons and oxygenated solvents; homecare and I&I ingredients; pharmaceutical excipients and APIs; precision cleaning solutions; Cool-Phos and Vaposol; phosphating chemicals (metal pre-treatment)

Services: Blending; packing; storage; formulation and technical support with laboratory facilities; sample management; technical, regulatory and legislative expertise; toll blending; water treatment; pigment dispersion; development and formulation

Assets: Application laboratories; warehousing in UK, Germany, Poland, Brazil, Nordics, Benelux, China; blending and storage facilities; own trucks

88 GROLMAN GROUP 2018 SALES: \$160.4M (€140M)

Neuss, Germany

WWW.GROLMAN-GROUP.COM

Managing partners: Dirk Grolman, Florian Grolman; **Managing director:** Mike Dorsam

Products: Pigments and dyes; mineral fillers and performance materials; binders; additives; actives and intermediates

Services: Formulation and testing lab services

Assets: Laboratories; warehouses

89 ATLANTIC CHEMICALS TRADING 2018 SALES: \$160.4M (€140M)

Hamburg, Germany

WWW.ACT.DE

CEO: Dr Ramin Ghaffari

Products: Vitamins; amino acids; sweeteners; energy ingredients; sports nutrition ingredients; preservatives; acidifiers; flavours and fragrances; plant extracts; feed additives; food additives; natural products

Services: Customising; global supply chain

Assets: 13 offices worldwide; several warehouses worldwide

Trading sales: 10%

90 KH CHEMICALS 2018 SALES: \$159.5M (€139.2M)

Zwijndrecht, Netherlands

WWW.KHCHEMICALS.COM

CEO: Hans Ketting

Products: Acrylates; acetates; alcohols; anhydrides; aromatics; chlorinated solvents; glycols; glycol ethers; hydrocarbons; ketones; monomers; oxo-alcohols; plasticizers; propylene glycol ethers; vegetable oils

Services: Trading; packaging; drumming; logistics services

Assets: Office space; two ISO tanks

Trading sales: 8%

91 THOMMEN-FURLER 2018 SALES: \$155.8M (€136M)

Ruti bei Buren, Switzerland

WWW.THOMMEN-FURLER.CH

CEO: Franz Christ

Products: Industrial chemicals (inorganics, organics, liquids and solids); ethanol; hygiene and surface cleaning products; activated carbon; intermediates; plasticizers; high purity solvents and reagents; electronic grade chemicals; industrial and automotive lubricants; marine and aviation lubricants; automotive fluids; car care products; AdBlue; wastewater treatment chemicals and installations

Services: Storage; blending; mixing; packaging; laboratory services; quality and control tests; hazardous waste management; Opti-Tank tank farm management by telemetry

Assets: Five dedicated sites for chemicals and hazardous waste handling; tank farms and warehouses for chemicals and hazardous waste; blending, mixing and filling installations; waste treatment installations; 57 road tankers and trucks for general cargo

92 SELECTCHEMIE 2018 SALES: \$155M

Zurich, Switzerland

WWW.SELECTCHEMIE.CH

CEO: Peter Kaufmann

Products: APIs; excipients; intermediates; dos-

siers and finished dosage forms; nutritional ingredients; sourcing of APIs and excipients; GDP logistic; MSDS and CLP labelling; IP consulting

Assets: Three warehouses

Trading sales: 20%

93 ELTON GROUP 2018 SALES: \$153.5M (€134M)

Athens, Greece

WWW.ELTON-GROUP.COM

CEO: Nestor Papathanasiou

Products: Coatings and adhesives chemicals; construction chemicals; detergents and cosmetics ingredients; pharmaceutical ingredients; food, feed and beverage ingredients; water treatment chemicals; metal treatment chemicals; PU systems; textile chemicals; paper chemicals; agrochemicals; rubber chemicals; plastics additives; refrigerants

Services: Local warehousing; storage; full coverage of Greece, Bulgaria, Romania, Serbia, Turkey, Kosovo, Albania, North Macedonia, Cyprus and Ukraine markets; technical promotion and business development; inventory management

Assets: nine warehouses; two laboratories; trucks and tank trucks

94 RAHN GROUP 2018 SALES: \$145M

Zurich, Switzerland

WWW.RAHN-GROUP.COM



CEO: Marcel Gatti

Products: Raw materials for inks, coatings and adhesives; personal care ingredients; flavours, fragrances and food ingredients

Services: Application support; R&D/customised products; regulatory affairs; guide formulations; international logistics; analytics

Trading sales: 50%

95 ARPADIS BENELUX
2018 SALES: \$142.5M (€124.4M)

Antwerp, Belgium

WWW.ARPADIS.COM

CEO: Laurent Abergel

Products: Acrylates and monomers (MMA, GMAA, GMA + BA, EA, 2-EHA, GAA, MA); adipic acid; TDI; MDI; polyols; flame retardants; blowing agents; HMD; DBE; solvents; glycols

Services: Blending; packaging; dilution; storage

96 RAINOLDI
2018 SALES: \$137.5M (€120M)

Varese, Italy

WWW.RAINOLDI.IT

CEO: Simone Bombardieri

Products: Caustic soda; potassium hydroxide; hydrochloric acid; acetates; ammonia; hydrogen peroxide; EDTA

Services: Storage; packaging

Assets: Two warehouses

Trading sales: 25%

97 FARAVELLI
2018 SALES: \$136.8M (€119.4M)

Milan, Italy

WWW.FARAVELLIGROUP.COM

CEO: Luca Benati

Products: Fine chemicals; food ingredients; nutraceutical ingredients; cosmetics ingredients; pharmaceutical ingredients; animal nutrition raw materials and ingredients

Services: Blending; packaging; storage; cosmetics application lab services; food application lab services; international trading of commodities

Assets: Six warehouses

Trading sales: 25%

98 HARKE GROUP
2018 SALES: \$136.3M (€119M)

Muelheim an der Ruhr, Germany

WWW.HARKE.COM

President: Thorsten Harke

Products: Cleaning and detergent chemicals; coatings; electronic/high purity chemicals; food ingredients; health and functional food ingredients; industrial chemicals; cosmetics/personal care ingredients; pharmaceutical excipients; phosphates; plastics; specialty films; specialty chemicals; synthetic polymers; water soluble films; water treatment chemicals

Services: Formulation; blending; mixing; encapsulation; packaging; refilling; storage; gravure; film coating; Reach consulting

Assets: Warehouse; packaging machines; filling stations; silo; encapsulation machines

Trading sales: 10%

99 PROCHEMA
2018 SALES: \$135M

Vienna, Austria

WWW.PROCHEMA.COM

CEO: Werner Figlhuber

Products: Additives and hardeners; acrylates and methacrylates; binders and resins; monomers; organic acids; polymers; polyurethane feedstocks; reactive diluents; UV curing monomers

Services: Pan-European sales network specialised in selected customer branches; market research; sales; financing; storage; supply chain management

Assets: Nine sites in Europe and Asia

Trading sales: 25%

100 URAI
2018 SALES: \$134.6M (€117.5M)

Assago, Italy

WWW.URAI.IT

President and CEO: Roberto Giuliani

Products: Specialty chemicals; pigments; additives; resins; paints and coatings chemicals; plastics and rubber chemicals; lubricants chemicals; personal care and cosmetics ingredients; food ingredients; laboratory equipment

Services: Technical sales and marketing; application development; quality control; warehousing; regulatory services; supply chain management; after-sales services; repackaging; blending

101 BODO MOLLER CHEMIE
2018 SALES: \$134.0TM (€117M)

Offenbach am Main, Germany

WWW.BM-CHEMIE.COM

Chairman managing director: Frank Haug

Products: Adhesives and bonding systems; sealants; silicones; resins; casting and potting resins for electronics; hardeners and curing agents; composites; mould-making ingredients; additives for coatings; additives for plastics and rubber; additives for lubricants; textiles chemicals and dyes; packaging and labelling adhesives

Services: Packaging; filling; testing; modification; blending; education and training

Assets: Headquarters in Germany; affiliates in Europe, Africa, Asia and US; warehouses; adhesives competence centre and laboratory facilities; production plant for polymer formulations

102 KEYSER & MACKAY
2018 SALES: \$134.0M (€117M)

Amsterdam, Netherlands

WWW.KEYSERMACKAY.COM

Managing partners: Gerard de Waal, Willem Augustinus

Products: Specialty chemicals; coatings and inks materials; plastics and rubber additives; adhesives and sealants; construction chemicals; personal care ingredients; food and feed ingredients; pharmaceutical ingredients

Services: Technical sales and marketing; local and central stockholding; sampling

Assets: Offices and warehouses in seven European countries.

Trading sales: Less than 5%

103 PENPET PETROCHEMICAL TRADING
2018 SALES: \$131.7M (€115M)

Hamburg, Germany

WWW.PENPET.COM

General managers: Tim Meister, Christoph Meister

Products: Oxo-alcohols; melamine; solvents; plasticizers

Services: Blending; packaging; storage

Assets: Two warehouses

Trading sales: 25%



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

104 NORTEX 2018 SALES: \$130.2M

Moscow, Russia

WWW.NORTEX-CHEM.RU

CEO: Vladimir Yakushin

Products: Isocyanates; polyols; epoxy resins; synthetic rubber; natural rubber; phenolic resins; polyolefins; engineering plastics; surfactants; titanium dioxide; cellulose ethers; antioxidants; UV stabilizers; plasticizers; PVC resins

Services: Storage; packaging; logistics; technical support

Assets: Nine warehouses

Trading sales: 20%

105 PRIDE CHEMICAL SOLUTIONS 2018 SALES: \$130M

Holtsville, New York

WWW.PRIDESOL.COM

President: Arthur Dhom Jr

Products: Alcohols; amines; esters; glycols; glycol ethers; hydrocarbons; ketones; mineral oils; petrolatum; polyols; oleochemicals; plasticizers; silicones; stearates; surfactants

Services: Blending; packaging; storage; NF USP kosher repackaging; RSPO repackaging; ethyl alcohol denaturing and packaging

Assets: Three warehouses; 12 tractor trailers; five straight trucks; 25 tank wagons; tank farm

106 CSC JAECKLECHEMIE 2018 SALES: \$129.9M (€113.4M)

Nuremberg, Germany

WWW.CSC-JAEKLE.DE

Executives: Robert Spath, Philipp Klass, Dr Michael Spehr, Dr Bernhard Schmid

Products: Industrial chemicals; acids; alkaline solutions; solvents; solids; specialties; coatings, adhesives and sealants; high quality parts cleaning chemicals; life science chemicals; water and environment chemicals

Services: Technical expertise and field service; warehouse and direct distribution; inventory management; blending and repackaging; proper disposal of chemical waste; worldwide shipment; trucking

Assets: One storing, filling and trans-shipment site; warehouse; two laboratories for quality assurance; six tank wagons for chemicals; 13 trucks; 23 company vehicles

107 GROUP BARCELONESA 2018 SALES: \$128.3M (€112M)

Barcelona, Spain

WWW.GRUPBARCELONESA.COM

President and CEO: D Enric Collell

Products: Basic inorganic and organic chemicals; chlor-alkalis; acids and bases; metallic salts; chemicals for oil drilling and completion; mining chemicals; solvents; resins, curing agents and composites; food and feed additives and tailor-made blends; agrochemicals;

metal-working formulations; chemicals for detergent, disinfection, home care, personal care and pharmaceuticals; textile and leather chemicals; coatings, inks, adhesives, construction, lubricants and paper chemicals; swimming pool chemicals

Services: Blending; drumming; custom and toll manufacturing; contract manufacturing; VMI (telemetry); environmental and technical assistance; packaging; agency services; specialised storage and transportation

Assets: Eight warehouses; tanks capacity of 17,000 cubic metres; own truck fleet; commercial salesforce of 80 persons; PlusChem alliance

Trading sales: 20%

108 TILLMANN'S 2018 SALES: \$127.2M (€111M)

Milan, Italy

WWW.TILLMANN'S.IT

CEO: Stefan Vollmer

Products: Organic and inorganic pigments; binders; resins; waxes; preservatives; specialty chemicals and additives for coatings, plastics, adhesives and construction chemicals; water treatment chemicals; functional additives and ingredients for food and feed

Services: Marketing; product formulation and blending; custom packaging; product evaluation in own laboratory; technical support; green chemistry product solutions; warehousing; supply chain management; vendor



managed inventory; fire class 4.1 category for storage of highly flammable products

Assets: Two company owned and operated warehouses; two laboratories; own truck fleet

109 HAVILAND ENTERPRISES 2018 SALES: \$122.4M

Grand Rapids, Michigan, US

WWW.HAVILANDUSA.COM

President and CEO: Mike Karasiewicz

Products: Caustic soda; sulphuric acid; hydrochloric acid; finishing chemicals; anodizing chemicals; cleaning chemicals; pool chemicals; wastewater chemicals; potable water chemicals; solvents

Services: Liquid and powder blending; liquid and powder packaging; sachet/pouching; screen printing; labelling; laboratory analysis

Assets: Six warehouses; 14 trucks; 24 trailers; four tankers; five manufacturing locations

Trading sales: Less than 5%

110 SEA-LAND CHEMICAL 2018 SALES: \$120.9M

Westlake, Ohio, US

WWW.SEALANDCHEM.COM

President: Jennifer Altstadt

Products: Acids; amines; antioxidants; biocides; chlorinated paraffins; corrosion inhibitors; defoamers; dispersants; esters; emulsifiers; ethoxylated alcohols; fatty acids; foam control agents; industrial and transportation lubricant additive components; lubricity additives; polyalphaolefins; primary amino alcohols; natural petroleum sulfonates; surfactants; vegetable and animal oils

Services: Stocking distributor; packaging and repackaging; product sourcing; market development; technical expertise; lubricant testing; logistics; small package to bulk deliveries; ISO9001:2015 standards; regulatory support

Assets: 10 warehouse locations in North America and Europe; six repackaging facilities; one testing laboratory

111 ALGOL CHEMICALS 2018 SALES: \$120M

Espoo, Finland

WWW.ALGOLCHEMICALS.COM

Managing director: Juha Jokinen

Products: Resins, binders, fillers and additives for paints and coatings; additives, auxiliaries and fillers for polymers and rubber; polymers; food ingredients and additives; raw materials for animal feed; chemicals for metal production and systems for metal treatment; industrial chemicals; water treatment chemicals; mining chemicals; ammonia gas and aqueous ammonia; soil remediation systems

tion systems

Services: Warehousing and bulk storage; logistics; repackaging and relabelling; blending and mixing; toll production; REACH services; laboratory testing

Assets: 25 warehouses

112 UNIPEX 2018 SALES: \$117.5M (€102.6M)

Paris, France

WWW.UNIPEX.COM

President: Patrice Barthelmes

Products: Active and functional personal care ingredients; active pharmaceutical ingredients (APIs) and excipients; enzymes; amino acids; lactose; sweeteners; sugar; starch; fibres; plasticizers; surfactants; additives; silicones; titanium dioxide (TiO₂); dyes and pigments, sports grounds polymers and resins

Services: CSR (corporate social responsibility); warehousing; application laboratory services; formulations; regulatory services; auditing; reconditioning

Assets: Two owned warehouses in the Paris area

Trading sales: 7%

113 ESSENTIAL INGREDIENTS 2018 SALES: \$114.4M

Atlanta, Georgia, US

WWW.ESSENTIALINGREDIENTS.COM

CEO: Kris Maynard

Products: Personal care ingredients; home care chemicals; industrial and institutional chemicals; pet care ingredients

Services: R&D solutions; product development; technical support; dedicated customer service representatives; blending; repackaging; logistics solutions; regulatory team; sample inventory; multi-language personnel

Assets: Seven distribution locations throughout the US

114 PHT INTERNATIONAL 2018 SALES: \$110.8M

Charlotte, North Carolina, US

WWW.PHTINTERNATIONAL.COM

President: Lihong Yu

Products: Pharmaceutical ingredients; agrochemicals; consumables; electronic chemicals, personal care ingredients; industrial chemicals

Services: Custom manufacturing; in-house chemical development; quality control and regulatory support; strategic sourcing; logistics; sales and marketing; sample generation; contract research organisation; import/export services in the US and China

Assets: Fully owned Sancus Arc manufacturing facility

115 TILLEY CHEMICAL 2018 SALES: \$109M

Baltimore, Maryland, US

WWW.TILLEYCHEM.COM

President: John Tilley

Products: Food ingredients; pharmaceutical ingredients; personal care ingredients; HI&I chemicals

Services: Blending; packaging

Assets: Two company owned facilities; four third-party logistic providers; 26 tank trucks; 15 van trailers; 12 specialty delivery vehicles

116 QUIMDIS 2018 SALES: \$107.7M (€94M)

Levallois-Perret, France

WWW.QUIMDIS.COM

President: Jean-Francois Quarre

Products: Pharmaceutical APIs and excipients; veterinary APIs and excipients; essential oils; aroma chemicals; nutraceuticals ingredients; cosmetics ingredients; food ingredients and additives; feed and pet food ingredients and additives; flavours and fragrances ingredients

Services: Dry granulation in GMP site; API production (diosmine); blending and filtration of essential oils

Assets: Three factories; three warehouses

Trading sales: 30%

117 HARWICK STANDARD DISTRIBUTION 2018 SALES: \$106M

Akron, Ohio, US

WWW.HARWICK.COM

President and CEO: Ernie Pouttu

Products: Polymers; rubber chemicals; plasticizers; process oils; flame retardants; activators; chemical and color dispersions; processing aids; organic peroxides; resins; vulcanising agents; colorants; fillers; stabilisers; dry liquid concentrates

Services: Warehousing; bulk break; logistics; storage; import; export; technical support; regulatory support

Assets: Two company owned and operated warehouses; seven public warehouses, one truck

118 C.H. ERBSLOEH GROUP 2018 SALES: \$104.2M (€91M)

Krefeld, Germany

WWW.CHERBSLOEH.COM

CEO: Christopher Erbsloeh

Products: Specialty chemicals for coatings; adhesives; construction; lubricants; pharmaceutical; cosmetics; personal and home care; rubber; plastics; electronics; water treatment; food and beverage

Services: Technical sales and marketing;

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

application development; analytical testing & quality control; warehousing; regulatory services; supply chain management; after sales services

Assets: 11 office locations; application and quality control laboratories; owned and operated warehousing and tank farm

119 STAUB & CO – SILBERMANN

2018 SALES: \$103.1M (€90M)

Nuremberg, Germany

WWW.STAUB-SILBERMANN.DE

Managing directors: Andreas Frank; Peter Stockmeier

Products: Industrial and specialty chemicals; acids and lyes; solvents; solid chemicals; cleaning agents; products for food, feed, pharmaceuticals, cosmetics; water treatment chemicals; thermal transfer agents; ammonia; AdBlue

Services: Storage; mixing; blending; filling; packaging; polymerisation

Assets: Two warehouses; 17 trucks

Trading sales: 34%

120 TANNER INDUSTRIES

2018 SALES: \$102.7M

Southampton, Pennsylvania, US

WWW.TANNERIND.COM

President and CEO: Stephen Brad Tanner

Products: Anhydrous and aqua ammonia

Services: Safety training; storage tanks; pump out services; storage tank repairs and maintenance

Assets: 16 distribution locations, full fleet of tractors and trailers

121 THE CHEMICAL COMPANY

2018 SALES: \$102.1M

Jamestown, Rhode Island

WWW.THECHEMCO.COM

CEO: Robert N Roach Jr; **President:** Robert N Roach III

Products: Polymer additives; coatings, adhesives, sealants and elastomers (CASE); flame retardants; silanes; water treatment chemicals; intermediates; acids

Services: Global procurement; packaging; imports; international customs management; EH&S team; logistics; rail fleet management

Assets: Global network comprised of 41 sites; regional offices (California, US; Colombia; Mexico City, Mexico; Nanjing, China); 10 storage facilities; 14 railcars; global warehouses, shore tanks and distribution centres

122 CHEMSOLV

2018 SALES: \$102M

Roanoke, Virginia, US

WWW.CHEMSOLV.COM

CEO: L Glenn Austin

Products: Specialty blends of lacquer thinners; enamel reducers; flexo ink solvents; cleaners; acetals solvents; aromatic/aliphatic hydrocarbons; isoparaffins; alcohols; ketones; esters; glycols; glycol ethers; polyethylene glycols; amines; ethanolamines; plasticizers; surfactants; acrylates; silicones; heat transfer fluids; metal-working fluids; process oils; oils and lubricants; inorganics; phosphates; caustic potash; caustic soda; acids; high purity lab reagents

Services: Solvent formulation; NMP replacement; solvent distillation and purification; laboratory services; consulting on product, safety and environmental; rail terminal service

Assets: Six warehouses; 39 trucks; 50 trailers; bulk storage

123 NEO CHEMICAL

2018 SALES: \$102.0M (€89M)

Dzerzhinsk, Russia

WWW.NEOCHEMICAL.RU

CEO: Andrey Lipovetskiy; **Director:** Vladimir Fedushkin

Products: Epoxy resins; additives; peroxide compounds; titanium dioxide; silanes; polyisobutylene; hardeners; hexene-1; citric acid; surfactants; base oils; disinfectants; PPU/polyols/n-pentane; furfuryl alcohol; amines



SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Services: Storage; shipping
Assets: Wholesale warehouse
Trading sales: 47%

124 CLEARTECH INDUSTRIES

2018 SALES: \$100M

Saskatoon, Saskatchewan, Canada
WWW.CLEARTECH.CA

President: Randy Bracewell
Products: Water treatment; caustic soda; hydrochloric acid; chlorine; sodium hypochlorite; coagulants; flocculants; acids; alkalis; sulfites; defoamers; activated carbon; phosphates; chemical feed systems; analytical products
Services: Blending; packaging
Assets: 10 buildings

125 UNION PETROCHEMICAL

2018 SALES: \$99M

Bangkok, Thailand
WWW.UNIONPETROCHEMICAL.COM

Managing director: Perapol Suwannapasi
Products: Alcohols; aromatics; esters; glycols; glycol ethers; ketones; monomers; PP; PE
Services: Blending; packaging; repackaging; storage; delivery; inventory management
Assets: Five warehouses; 30 trucks

126 TAJ AL MULOOK

2018 SALES: \$95.6M

Dubai, United Arab Emirates
WWW.TAJCHEM.COM

CEO and chairman: Irfan Siddique Mulla
Products: Polyurethane chemicals; lubricant additives; paint ink and coating; construction chemicals, oil and gas; solvents; PU; machinery and fabrics
Services: Blending; repacking; local warehousing; technical support; supply chain management; just-in-time delivery; inventory management
Assets: Marketing network in GCC and Africa; six warehouses
Trading sales: 40%

127 QUIMISA

2019 SALES: \$95.2M

Santa Catarina, Brazil
WWW.QUIMISA.COM.BR

President and CEO: Rogerio Wehmuth
Products: Caustic soda; chlorinated solvents; oxygenated solvents; aromatic solvents; glycols; hydrogen peroxide; organic acids; inorganic chemicals; ethanolamines; heat transfer fluids; textile auxiliaries and dyestuffs; enzymes; chemicals for household care and industrial/institutional applications; water treatment chemicals

Services: Liquid and dry storage; packaging; blending; flexible delivery; technical support; product and solutions development
Assets: One headquarters; three branches; eight warehouses; 75 trucks

128 TRIISO

2018 SALES: \$93M

Cardiff, California, US
WWW.TRI-ISO.COM

President: Jason Scott
Products: Paints; coatings and ink raw materials; adhesive and sealant ingredients; plastics and composite chemicals; lubricant and metalworking additives; polyurethane chemicals
Services: Logistics; warehousing
Assets: One office; multiple 3PL service providers

129 MAYS CHEMICAL

2018 SALES: \$92.7M

Indianapolis, Indiana, US
WWW.MAYSCHEM.COM

President: Kristin Mays Corbitt
Products: acidulants; binders; buffers; chelates; citrates; emulsifiers; excipients; glycerine; gums; methanol; phosphates; solvents; starches; stearates; surfactants
Services: Shipping; warehousing; liquid blending; repackaging; reformulation
Assets: Two warehouses; one warehouse/blending facility; one freight truck; six liquid tank trucks; 12 forklifts/related equipment

130 NOAHS ARK CHEMICALS

2018 SALES: \$91.6M (€80M)

London, UK
WWW.NOAHSARK.EU.COM

CEO: Bharat Bhardwaj
Products: Solvents; glycols; styrene; benzene; acrylates
Services: Blending; storage
Trading sales: 30%

131 NOVASOL CHEMICALS GROUP

2018 SALES: \$90M

Brussels, Belgium
NOVASOLCHEMICALS.COM

General manager: Claude Fickers
Global business director: Francois-Xavier Coiffard
Products: Extraction and reaction solvents; intermediates and reagents; active ingredients/extracts; botanicals; essential oils; clays; emollients; preservatives; rheology modifiers; UV filters; conditioners; surfactants; flavours and fragrances; carbonates; additives; DAAM; ADH; EMA; GMA; acrylates/methacrylates; sulfolane; trimercaptotriazine and hydroxies; water treatment chemicals; solvents

Services: Product mixing; blending; tailor-made packaging solutions; Reach lead registrant of many molecules
Assets: Global presence; local technical sales forces

132 TCR INDUSTRIES

2018 SALES: \$88M

La Palma, California, US
WWW.TCRINDUSTRIES.COM

CEO: Sam Rumfola
Products: Resins; pigments; additives and specialties
Services: Storage
Assets: 10 warehouses
Trading sales: 10-20%

133 MEGACHEM

2018 SALES: \$86.5M (\$\$117.9M)

Singapore
WWW.MEGACHEM.COM.SG

Chairman and CEO: Sidney Chew
Products: Surfactants; plasticizers; flame retardants; catalysts; anti-foaming agents; emulsifiers; aromatics; food and beverage additives; pharmaceutical chemicals; antioxidants; corrosion inhibitors; silicone fluid; biocides; persulphates; polymers
Services: Global sourcing; storage; vendor-managed inventory; transportation; custom blending; repackaging; packaging; labelling; technical and laboratory services
Assets: Warehouses; trucks; blenders/reactors

134 AEGEAN FIRST COMPANY (AFCO)

2018 SALES: \$85.1M (€74.3M)

Athens, Greece
WWW.AFCO.GR

President and general manager: Christos Spanos
Products: Polymers; aromatics; solvents; caustic soda; inorganics; plasticizers; food additives; pharmaceutical cleaning agents; water treatment chemicals; recycled materials
Services: Repackaging

135 GREENCHEM INDUSTRIES

2018 SALES: \$84.5M

West Palm Beach, Florida, US
WWW.GREENCHEMINDUSTRIES.COM

CEO: John S Lagae
Products: Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; ketones; glycerine; glycols; glycol ethers; nonyl phenol ethoxylates; phthalates; plasticizers; PCBTf; DMC; THF; d-limonene
Services: Sourcing; import; logistics; repackaging; JIT inventory management; in-house customs broker; freight
Assets: 38 public warehouses

LATIN AMERICA DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Tricon Energy	1,098.7	24 Omya	40.7	46 Quimidroga	6.0
2 Brenntag	925.4	25 Sulatlantica	38.0	47 Ricardo Molina Group	5.7
3 Manuchar	771.0	26 Morais de Castro	29.1	48 Aceto	5.0
4 GTM Holdings	642.0	27 Ravago Chemicals	25.2	49 Prakash Chemicals International	5.0
5 Helm	515.6	28 Selectchemie	25.0	50 Van Horn, Metz & Co	5.0
6 Quimica Anastacio	374.9	29 Brisco do Brasil	24.5	51 Arpadis Benelux	5.0
7 Pochteca Materias Primas	336.5	30 CellMark Chemicals	23.0	52 Transmare Chemie	4.7
8 Snetor	325.0	31 Petrochem Middle East	21.4	53 2M Holdings	4.6
9 M. Cassab	316.2	32 CG Chemikalien	20.7	54 Penpet Petrochemical Trading	3.5
10 Quimtia	303.0	33 KH Chemicals	20.5	55 Solventis	3.4
11 Bandeirante Quimica	207.9	34 DAXX	19.0	56 Norkem Holdings	3.4
12 Jebsen & Jensen	195.9	35 ECEM European Chemical Marketing	18.6	57 Quimdis	3.0
13 Indukern	166.3	36 The Chemical Company	15.2	58 Harwick Standard Distribution	2.3
14 Quimisa	95.2	37 Barentz International	15.2	59 WISTEMA	2.2
15 Vikudha Overseas	82.0	38 Sinochem Plastics	15.0	60 Hawkins	2.0
16 Biesterfeld	58.0	39 Wego Chemical Group	14.0	61 Ketsin de Costa Rica	2.0
17 Metachem Group	52.3	40 DutCH2	13.1	62 Atlantic Chemicals Trading	1.4
18 Carboneo Quimica	49.0	41 Shamrock Shipping & Trading	10.3	63 LEHVOSS Group	1.1
19 Andes Chemical	48.2	42 Clariquimica	9.3	64 Astro Chemicals	1.0
20 ICC Chemical	44.5	43 BUFA Chemikalien Group	9.0	65 Grupo RNM	1.0
21 Verquimica	42.4	44 Joss Elastomers	8.2	66 R.E. Carroll	1.0
22 Henry Hirschen	42.0	45 The Plaza Group	8.0	67 Rahn Group	1.0
23 Quelaris	40.7				

NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography

136 CORNELIUS GROUP 2018 SALES: \$83.3M (£65.25M)

Bishops Stortford, UK

WWW.CORNELIUS.CO.UK

Chairman: Neville Prior; **CEO:** Darren Spiby

Products: Monomers; specialty chemicals; food ingredients; personal care ingredients; pigments; additives; resins; minerals; surfactants; adhesive materials; excipients; natural products; animal feed ingredients; medical device raw materials; coatings ingredients

Services: Global supply chain management; laboratory services; logistics; legislative/regulatory advice; distillation; chemical reactions and manufacturing; repackaging; R&D; sales and marketing

Assets: nine warehouses; five laboratories; two manufacturing sites; seven offices; one clean room

Trading sales: 3%

137 ILARIO ORMEZZANO 2018 SALES: \$83.1M (£72.5M)

Gaglianico, Italy

WWW.ILARIOORMEZZANO.IT

President: Giancarlo Ormezzano

Products: Solvents; phenol; acrylates; base chemicals; pharmaceutical intermediates; hydrocarbons

Services: Storage of liquid and solid products; storage for third parties; blending; customised handling (packaging, mixing, filling and labelling); quality control; technical after sales support; Reach support

Assets: two owned warehouses with total space of 85,000 square metres and storage capacity for liquid products of more than 7,000 cubic metres; one warehouse for rent; three offices; two laboratories; five trucks

Trading sales: 20%

138 AFRIGLOBAL COMMODITIES 2018 SALES: \$83.0M

Dubai, UAE

WWW.AFRIGLOBALONLINE.COM

Managing director: Maneesh Bhushan Garg

Products: Flexible and rigid polyurethane chemicals; food and feed ingredients; beverage grade ethanol; paint raw materials; mining chemicals; cosmetics raw materials and fine chemicals; soap and detergent raw materials; leather, textile and water treatment chemicals; oilfield chemicals; lube additives; plastic resins and processing aids; construction chemicals; pharmaceutical excipients

Services: Imports; technical after-sales support; end-to-end logistics; VMI; warehousing; blending

Assets: eight warehouses; 26 trucks; blending and formulation unit

Trading sales: 7.1%

139 ROWELL CHEMICAL 2018 SALES: \$82M

Hinsdale, Illinois, US

WWW.ROWELLCHEMICAL.COM

President: Thomas Harris

Products: Bleach; caustic soda; potassium hydroxide; hydrochloric acid; sulphuric acid; phosphoric acid; hydrofluosilicic acid

Services: Transloading from railcars to bulk storage tanks or trailers

Assets: two warehouses; 15 trucks; 35 trailers

140 MILES CHEMICAL 2018 SALES: \$80.5M

Arleta, California, US

WWW.MILESCHEMICAL.COM

CEO: Michael Miles; **Chairman:** Anthony Milesix

Products: Acids; esters; lubricants; alcohols; flavours and fragrances; plasticizers; food additives; polyglycols; amines; glycol ethers; hydrogen peroxide; solvents; chelating agents; chlor-alkali; inorganics; surfactants; chlorinated solvents; thickening agents; ketones



Services: Manufacturing; blending; contract packaging; solvent reclamation; technical training; safety training; hazardous waste removal; customer product research

Assets: bulk storage capacity; warehouse space; 30 trucks; 32 trailers; 21 vans; 14 tankers; six Bobtails

141 JOSS ELASTOMERS 2018 SALES: \$80.2M (€70M)

Alkmaar, Netherlands
WWW.JOSS.NL

President and CEO: Frits C Jeukens

Products: Natural rubber; natural latex; synthetic rubbers; rubber chemicals; carbon black; renewable silica; process oils; silane coupling agents

Services: Warehousing; full logistical services from factory to final destination

Trading sales: 60%

142 WEBB CHEMICAL SERVICE 2018 SALES: \$80M

Muskegon Heights, Michigan, US
WWW.WEBBCHEMICAL.COM

CEO: Brad Hilleary

President: Charlie Stevens

Products: Caustic soda; caustic potash; solvents; aromatics; acids; surfactants; amines; ethanolamines; pharmaceutical ingredients; water and wastewater treatment chemicals; HI&I chemicals; coatings chemicals; metal finishing chemicals

Services: Packaging; storage; contract packaging; VMI; custom training; blending

Assets: 40 tankers; 12 delivering boxes; six delivering tractors; five warehouses; 28 bulk tanks

143 AL NAHDA INTERNATIONAL (ANICHEM GROUP) 2018 SALES: \$79.8M

Dubai, United Arab Emirates

WWW.ALNAHDAFZ.COM

Group managing director: Dr T R Vijayan

Products: Solvents; acetates; acrylates; alcohols; aromatics; cellulose ethers; coating additives; glycols; pigments; polymer emulsions; thinners; ethanol; IPA; LABSA

Services: Terminal storage for bulk liquid chemicals; drumming; 3PL logistics warehousing; custom blending

Assets: tank terminal storage with dedicated berth access; nine warehouses; three production facilities; three laboratories

Trading sales: 70%

144 CHEM INTERNATIONAL 2018 SALES: \$79.1M

Warsaw, Poland

WWW.CHEM-INTERNATIONAL.PL

CEO: Cezary Mielczarek

Board member: Pawel Tomaszewicz

Products: VAM; styrene monomer; butyl acrylate; phenol; glycols; solvents; anhydrides; polymers; EPS; caustic soda

Services: Logistics support; intermodal solu-

tions; warehousing; storage; customised services and solutions; technical support

145 PRAKASH CHEMICALS INTERNATIONAL 2018 SALES: \$78.5M

Vadodra, Gujarat, India

WWW.PCIPLINDIA.COM

Managing director: Manish K Shah

Products: Caustic soda flakes; TDI; caustic soda prills; benzyl alcohol; ethyl acetate; sodium sulphate anhydrous; cinnamic aldehyde; acetone; SLES; chlorinated paraffin wax; benzyl chloride; citric acid; liquid glucose; DEP; dextrose monohydrate; hydrochloric acid; white oil

Services: Blending; packaging; storage; labelling; logistics supply chain service; quality assurance; inspection; country specific documents compliance; Reach registration; FAMI-QS certification

Assets: two manufacturing plants; two warehouses; three subsidiaries outside India

146 GEORGE S COYNE CHEMICAL 2018 SALES: \$76.8M

Croydon, Pennsylvania, US

WWW.COYNECHEMICAL.COM

President and CEO: Thomas H Coyne Sr

Products: Acids; alcohols; amines; chelating agents; chlor-alkali; chlorinated solvents; food additives; glycol ethers; hydrogen peroxide; inorganics; ketones; polymers; specialty quats; surfactants; potable and waste

water treatment chemicals

Services: Blending; technical training; contract packaging; terminal rail to truck transloading

Assets: Four warehouses; 27 trucks; over 50 trailers or tankers

147

WILL & CO

2018 SALES: \$76.8M (€67M)

Badhoevedorp, Netherlands

WWW.WILL-CO.NL

Managing director: Jacques van Lindonk

Products: 1,4-butanediol and derivatives (THF, GBL); plasticizers and flame retardants; pigments; proteins; cosmetic and personal care ingredients; coating resins and additives; bio-based solvents and binders; impact modifiers for plastics; foaming agents for plastics; additive masterbatches; sulfamic acid; ferric chloride; engineering plastics and compounds

Services: Storage management; logistics management; sales and marketing

Trading sales: 90%

148

CALLAHAN CHEMICAL

2018 SALES: \$75M

Palmyra, New Jersey, US

WWW.CALCHEM.COM

President: Gregory D. Shetler

Products: Coatings; adhesives sealants and elastomers; household, institutional and industrial chemicals; pharmaceutical/nutraceutical ingredients; personal care/cosmetics ingredients; food ingredients; functional fluids

Services: Bulk liquids packaging; custom blending; returnable containers, drums and totes; customized tote programmes; custom labelling; remote tank monitoring; vendor-managed inventory; consignment inventory; committed inventory to forecast

Assets: White rooms; bulk storage; company owned and operated fleet; nine warehouses; 12 trucks; tank farm; two regional offices

149

CHEMICAL SOLVENTS

2018 SALES: \$75M

Cleveland, Ohio, US

WWW.CHEMICALSOLVENTS.COM

Owner: Ed Pavlish

Products: Aromatics; aliphatics; ethanolamines; purge solvents; acetates; silicones; plasticizers; organic solvents; oil and gas chemicals; chlorinated solvents; THF; NPB; cyclohexanone

Services: Custom blending; toll blending; hazardous and non-hazardous waste handling; storage; packaging

Assets: four warehouses; storage tanks

150

CONNECTION CHEMICAL

2018 SALES: \$73M

Newtown, Pennsylvania, US

WWW.CONNECTIONCHEMICAL.COM

President: Frank Farish

Products: Caustic soda; caustic potash; industrial and institutional chemicals; compounding chemicals; agricultural products; water treatment chemicals; food and beverage ingredients; feed ingredients; pulp and paper chemicals; oil and gas chemicals; metal finishing and flux chemicals; phosphates; mineral acids

Services: Logistics; importing; inventory management; supply chain solutions; repackaging; dilutions; blending; outsourcing

Assets: 12 stocking locations nationwide; strategic deep draft storage

151

MAHA CHEMICALS

2018 SALES: \$73M

Singapore

WWW.MAHACHEM.COM

CEO: Tan Seow Hoon

Products: Carbon black; construction chemicals; resins; polymers; additives; functional fillers; pigments; colourants; biocides; surfactants

Services: Sales and marketing; warehouse storage; logistics; packaging

Assets: 12 warehouses; 12 trucks

Trading sales: 100%

152

RICARDO MOLINA GROUP

2018 SALES: \$71.7M (€62.6M)

Barcelona, Spain

WWW.RICARDOMOLINA.COM

President: Gemma Molina

Products: Specialty chemicals; coatings materials; building and construction chemicals; adhesives; lubricants; pharmaceutical ingredients; cosmetics ingredients; personal and home care chemicals; rubber chemicals; plastics additives; water treatment chemicals; food and beverage ingredients; agrochemicals

Services: Technical sales and marketing; application development; quality control; warehousing; regulatory services; supply chain management; after sales services; repackaging

Assets: three laboratories; one warehouse

153

CHEMISPHERE

2018 SALES: \$70M

St Louis, Missouri, US

WWW.CHEMISPHERECORP.COM

President: Matthew Schwent

Products: Beverage grade ethanol; denatured ethanol; aliphatic solvents; alcohols; aromatics; ketones; glycol ethers

ics; ketones; glycol ethers

Services: Toll manufacturing; custom blending; packaging; USP packaging; storage; rail-car transloading

Assets: tank farm storage; 14 car rail spur; warehouse space; bulk tanker fleet

154

KALE KIMYA

2018 SALES: \$70M

Kocaeli, Turkey

WWW.KALEKIMYA.COM

CEO: Birgen Kaleagasi

Products: Detergent additives; disinfectant and protection chemicals; emulsifiers; polymers; surfactants; pool chemicals; actives and antioxidants; paints; oils and esters; conditioners; protectives; perfume; silicones; UV filters; fatty alcohols; adhesives

Services: Storage; transport; production; blending; packaging

Assets: Five warehouses; four trucks; one production facility; storage; bulk storage

Trading sales: 30%

155

MOGOIL

2018 SALES: \$68.7M (€60M)

Berlin, Germany

WWW.MOGOIL.COM

General director: Andreas Rogge

Products: Base oils; process oils; naphthenic oils; white oils; low viscosity oils; rubber process oils

Services: Storage; technical support; logistics solutions

Trading sales: 30%

156

SHAMROCK SHIPPING & TRADING

2018 SALES: \$68.5M

Limassol, Cyprus

WWW.SHAMROCKOILS.COM

Managing Director: Céline Boutier

Products: Base oils; polyalphaolefins; naphthenic oils; re-refined base oils; additives, glycols, waxes, white oils; recycled oils; rubber process oils, petroleum jelly, bitumen, anti-freeze

Services: Supply chain and logistics; financing and trade finance; flexitank loading; market intelligence; storage; transshipment

Assets: Offices in Cyprus, France and UAE

Trading sales: 50%

157

BUCKLEY OIL

2018 SALES: \$67M

Midlothian, Texas, US

WWW.BUCKLEYOIL.COM

President: Robert Rice

Products: Solvents, alcohols, aliphatics, aromatics, glycols, glycol ethers, ketones, base oils, finished lubricants



Services: Blending, packaging, toll blending, storage, delivery, custom packaging, transloading

Assets: four warehouses, 20 trucks

Trading sales: >5%

158

SKYHAWK CHEMICALS
2018 SALES: \$66.9M

Houston, Texas, US

WWW.SKYHAWKCHEMICALS.COM

President: Clark Knickerbocker

Products: Caustic soda; methanol; calcium chloride; sulfuric acid; anhydrous ammonia; aqua ammonia; KOH, urea, propylene glycol, hydrochloric acid, xylene, bleach, polyphosphoric acid, benzoic acid, ethylene glycol

Services: Blending; packaging; storage

159

SOLVCHEM
2018 SALES: \$66.2M

Pearland, Texas, US

WWW.SOLVCHEM.COM

President and CEO: Jean-Pierre Baizan

Products: Solvents; organic and inorganic chemicals; epoxies; silicones; silicone emulsions; hydrocarbon resins; hydroxyl

ethyl cellulose; titanium dioxide; acrylates

Services: Custom packaging; custom blending; toll manufacturing; container management programmes; export services; technical support; green chemistry product solutions; small container filling

Assets: Nine trucks; 24 trailers; 15 tankers

160

BRAINERD CHEMICAL
2018 SALES: \$66M

Tulsa, Oklahoma, US

WWW.BRAINERDCHEMICAL.COM

CEO: Mathew A. Brainerd

Products: Peracetic acid; hydrofluoric acid; sulphuric acid; nitric acid; refrigerants; aromatics; aliphatics; glycols; glycol ethers; high hazard acids; chlor-alkali; alcohols; formaldehyde; food processing sanitation chemicals; water treatment chemicals

Services: Packaging; blending; manufacturing/engineering services; contract packing; toll manufacturing; logistic services; warehousing; transloading;

Assets: Four production locations in Oklahoma, North Carolina, and Illinois; tank terminals; rail terminals; fleet of trucks, trailers and bulk tankers

161

ASTRO CHEMICALS
2018 SALES: \$65M

Springfield, Massachusetts, US

WWW.ASTROCHEMICALS.COM

President: Chris Diamond

Products: Solvents; chlor-alkali; pharmaceutical grade chemicals; food grade chemicals; adhesives; activated carbon; water treatment chemicals; wastewater treatment chemicals; mineral oils and petrolatums; acetates; heat transfer fluids; alcohols; citrates; phosphates; silicates

Services: Blending; packaging; storage; logistics

Assets: Two warehouses, 12 trucks, five tankers; 12 storage tanks

162

LAVOLLEE
2018 SALES: \$64.2M (€56M)

Levallois, France

WWW.LAVOLLEE.COM

President: Herve Lavallee

Products: Ingredients for life sciences; industrial chemicals

Services: Sales development; storage; formulation support; regulatory advice; VMI; outsourcing; repackaging

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Assets: One laboratory

163 PROQUIBASA
2018 SALES: \$60.7M (€53M)

Barcelona, Spain

WWW.PROQUIBASA.COM

CEO: Ivan Sanchez

Products: Specialty and commodity chemicals; coatings, construction and adhesives materials; pigments and performance products; water treatment chemicals; household and industrial cleaning chemicals; lubricants and metalworking chemicals

Services: Technical service; blending; manufacturing; toll manufacturing; bulk loading and storage; warehousing

Assets: Full service and wholly owned facilities in Barcelona with tank farm and warehouse; regional hub in Madrid with tank farm and warehouse

164 WALSH & ASSOCIATES
2018 SALES: \$60.6M

Saint Louis, Missouri, US

WWW.WALSH-ASSOC.COM

President and CEO: Ellen M Murphy

Products: CASE chemicals; household, industrial and institutional chemicals; inks; personal care ingredients; oil and gas chemicals; agricultural chemicals; food and beverage ingredients; pharmaceutical ingredients; plastic additives; green chemicals

Services: Manufacturing; blending; contract packaging; technical training; IFS certified warehousing

Assets: Eight warehouse locations; liquid bulk storage; one tractor trailer

165 DIEN
2018 SALES: \$59.5M

Dallas, Texas, US

WWW.DIENINC.COM

President: Dien Stout

Products: Personal care ingredients; nutrition; food and beverage ingredients; industrial chemicals

166 AIREDALE CHEMICAL
2018 SALES: \$57.4M (£45M)

West Yorkshire, UK

WWW.AIREDALECHEMICAL.COM

Managing director: Chris Chadwick

Products: Phosphoric acid; peracetic acid; hydrogen peroxide; acetic acid; caustic soda; manganese nitrate; polyaluminium chloride; diammonium phosphate; phosphates; phosphonates; surfactants; dyes and textile auxiliary chemicals; water treatment chemicals; cleaning and detergency chemicals

Services: Contract manufacturing; small pack chemical production; waste management

Assets: production and storage facility; six warehouse locations; 20 fully owned trucks; R&D/QC laboratories

Trading sales: 5%

167 EMSA TECNOLOGIA QUIMICA
2018 SALES: \$57.3M (€50M)

Barcelona, Spain

WWW.EMSAQUIMICA.COM

President: Jorge Grima

Products: Pigments; fillers; binders; inorganics; surfactants; minerals; additives

Services: Blending; packaging; storage

Assets: Four storage locations

168 HUBBARD-HALL
2018 SALES: \$56.2M

Waterbury, Connecticut, US

WWW.HUBBARDHALL.COM

President and CEO: Molly Kellogg

Products: Chlor-alkali chemicals; organic solvents; inorganic chemicals; specialty solvents; hydrogen peroxide-based specialties; surface treatment chemicals; corrosion prevention chemicals; paint stripping specialty formulations; wastewater treatment specialty blends

Services: Manufacturing/formulation of chemical specialties; custom blending; warehousing; analytical and laboratory services

Assets: Two manufacturing facilities; six warehouses; eight trucks

169 TRINTERNATIONAL
2018 SALES: \$54.7M

Seattle, Washington, US

WWW.TRICHEMICALS.COM

CEO: Megan E Gluth-Bohan

Products: Industrial, specialty, and fine chemicals for paints, coatings, adhesives, sealants, inks and dyes; polymers; composites and construction chemicals; metalworking chemicals; textile chemicals; lubricants; household and industrial cleaning chemicals; water treatment chemicals; oil and gas chemicals; food and beverage ingredients; feed and agricultural chemicals; pharmaceutical ingredients; cosmetics and personal care products

Services: Marketing; logistics; technical services; custom manufacturing; blending; contract packaging

Trading sales: 49%

170 CAMBRIAN SOLUTIONS
2018 SALES: \$53.5M (C\$73M)

Oakville, Ontario, Canada

WWW.CAMBRIAN.COM

President: Peter Jobling

Products: Organic ingredients; food ingredients; sodium reduction agents; green cleaning solutions; industrial additives; personal care ingredients; health ingredients; pulp and paper chemicals; petroleum lubricants; customized petroleum blends

Services: Customised petroleum laboratory formulations; blending; packaging; test kitchen; in-house laboratory

171 NEWPORT INDUSTRIES
2018 SALES: \$53.4M (£41.9M)

Richmond, Surrey, UK

WWW.NEWPORT-INDUSTRIES.COM

Managing director: Raj Patel

Products: Soda ash; sodium bicarbonate; hydrocarbon resin; calcined bauxite; l-carnitine; resins; mineral animal feed materials; industrial chemicals

Services: Supply chain management; sourcing

172 VALUDOR PRODUCTS
2018 SALES: \$53M

San Diego, California, US

WWW.SOLVCHEM.COM

CEO: John Tree

Products: Agriculture/animal feed micronutrients; fertilizer ingredients; acids; inorganics; industrial chemicals; coatings, adhesives, sealants and elastomers; resins

Services: Sourcing; storage; dry and liquid blending; product development; new product innovation; organic certification

Assets: 16 warehouses; regional offices

173 METACHEM GROUP
2018 SALES: \$52.3M

Sao Paulo, Brazil

WWW.METACHEM.COM.BR

President: Ricardo Rego Freitas

Products: Food ingredients; mineral oils; coatings additives; plastics additives; feed ingredients; specialty chemicals

Services: Storage, logistics

Assets: Three warehouses; one head office/sales office; one sales office

Trading sales: 50%

174 VAN HORN, METZ & CO
2018 SALES: \$51M

Conshohocken, Pennsylvania, US

WWW.VANHORNMETZ.COM

President: Barret C Fisher

Products: Additives; specialty resins; extenders; pigments; dyes; base stock; silicones; surfactants; esters; thickeners; PAOs

Services: Dry blending; pigment treatment

Assets: 11 warehouses

Trading sales: 15%

EUROPE CHEMICAL DISTRIBUTION LEADERS (2018 SALES)

Company	Sales (\$m)	Company	Sales (\$m)	Company	Sales (\$m)
1 Brenntag*	6,116.4	48 ELTON Group	153.5	95 Kale Kimya	48.0
2 Helm	3,297.0	49 Grolman Group	150.8	96 EMSA Tecnologia Quimica	47.5
3 Univar Solutions*	1,970.0	50 Aceto	150.0	97 Drogas Vigo	45.0
4 Tricon Energy	1,934.5	51 2M Holdings	149.7	98 UCG (United Chemical Group)	43.5
5 IMCD*	1,561.4	52 Metafrax Trading International	146.6	99 National Chemical	40.8
6 Stockmeier Holding	1,376.9	53 CellMark Chemicals	142.2	100 A. + E. Fischer-Chemie	38.9
7 Barentz International	1,343.0	54 Rainoldi	137.5	101 WISTEMA	35.5
8 Biesterfeld	1,281.0	55 Urai	134.6	102 MY-CHEM	34.7
9 Azelis	1,068.8	56 Keyser & Mackay	134.0	103 Bruges	33.8
10 Quimidroga	945.1	57 HARKE Group	133.6	104 Joss Elastomers	32.1
11 OQEMA	939.3	58 Atlantic Chemicals Trading	131.7	105 Sameca	29.2
12 Omya	915.3	59 Nortex	130.2	106 Vikudha Overseas	29.0
13 TER Group	797.3	60 Selectchemie	130.0	107 Lumar	28.5
14 Caldic	738.9	61 Faravelli	129.2	108 Equilex	23.5
15 Solvadis	625.9	62 ProChema	129.0	109 Lake Chemicals and Minerals	22.1
16 Safic-Alcan	594.2	63 CSC Jaeclechemie	128.3	110 Manuchar	22.0
17 Ravago Chemicals	532.7	64 Tillmanns	127.2	111 WhitChem	20.9
18 Nordmann, Rassmann	477.7	65 Petrochem Middle East	122.7	112 Monarch Chemicals	20.9
19 CG Chemikalien	457.7	66 Group Barcelonesa	117.1	113 Biachem	19.0
20 LEHVOSS Group	387.2	67 Arpadis Benelux	114.0	114 Klaus F. Meyer	18.7
21 Jebesen & Jessen Group	374.6	68 Unipex	110.1	115 Comindex	18.3
22 DKSH Holding**	333.1	69 Algol Chemicals	110.0	116 The White Sea & Baltic Company	17.9
23 Indukern	325.2	70 Penpet Petrochemical Trading	108.8	117 KEMAT	16.6
24 Pluschem EEIG	320.0	71 KH Chemicals	104.7	118 Tecnosintesi	16.3
25 Eigenmann & Veronelli	311.6	72 C.H. Erbsloeh Group	103.3	119 Matrix Chemie	16.0
26 Telko	304.7	73 Staub & Co – Silbermann	103.1	120 DutCH2	15.8
27 KRAHN Chemie	284.1	74 Bodo Moller Chemie	93.8	121 Stort Chemicals	11.5
28 ICC Chemical	278.1	75 Rahn Group	89.0	122 Prakash Chemicals International	10.4
29 KTM	257.0	76 Quimdis	88.2	123 Megachem	6.2
30 Arkem Kimya	243.4	77 Aegean First Company (AFCO)	85.1	124 LBB Specialties (includes Charkit Chemical Company & AIC)	5.0
31 Solventis	228.0	78 Wego Chemical Group	85.0	125 The Chemical Company	4.2
32 Donauchem	226.8	79 Ilario Ormezzano	83.1	126 KPL International	4.2
33 Gamma Chimica	222.1	80 Noahs Ark Chemicals	82.5	127 Marubeni Specialty Chemicals	4.0
34 Norkem Holdings	210.4	81 Neo Chemical	80.5	128 Quimtia	4.0
35 ECEM European Chemical Marketing	209.9	82 Chem International	79.1	129 Dakram Materials	4.0
36 HSH Chemie	208.5	83 Cornelius Group	77.3	130 Transmare Chemie	3.2
37 United Trading System (UTS/ETC)	201.0	84 Will & Co	75.6	131 Van Horn, Metz & Co	3.0
38 ChemPartners	196.5	85 Behn Meyer Group	73.3	132 Sea-Land Chemical	2.9
39 Bang & Bonsomer	194.7	86 MOGoil	68.7	133 Sinochem Plastics	2.3
40 Connect Chemicals Group	190.8	87 Novasol Chemicals	67.0	134 Hawkins	2.0
41 Tennants Distribution	187.6	88 Lavallee	63.0	135 Higgi	1.9
42 Grupo RNM	186.8	89 RAI Rakha Al Khaleej International	60.0	136 Protea Chemicals	1.6
43 IMPAG	180.0	90 Proquibasa	56.1	137 Taj Al Mulook	1.4
44 BUFA Chemikalien Group	175.0	91 Ricardo Molina Group	55.5	138 Shamrock Shipping & Trading	1.1
45 Haeflner	168.0	92 Airedale Chemical	50.5	139 Monachem Group	1.1
46 Snetor	168.0	93 PHT International	48.7	140 Astro Chemicals	1.0
47 Thommen-Furler	155.8	94 Same Chemicals	48.5		

*EMEA (Europe, Middle East and Africa) **DKSH figures are based on industry estimates. Europe sales include North America

NOTE: Sales are by region and may differ from the total sales figure in the main Top 100 listing. Table excludes companies that do not break out sales by geography

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

175 **CHEM ONE**
2018 SALES: \$50.1M

Houston, Texas, US

WWW.CHEMONE.COM

President and CEO: Terry Podlogar

Products: Feed additives; fertilizer ingredients; water treatment chemicals; food additives; industrial chemicals

Services: JIT inventory; pallet quantities; truckloads

Assets: headquarters and warehouse; independent facilities in Laredo, Texas and Tampa, Florida

176 **CARBONO QUIMICA**
2018 SALES: \$49M (R190M)

Sao Bernardo do Campo, Sao Paulo, Brazil

WWW.CARBONO.COM.BR

President: Vera Maria Miraglia Gabriel

Products: Aliphatic solvents; aromatic solvents; oxygenated solvents; epoxy resins; epoxy hardeners; coatings additives; paint driers; alkyd resins; pigments; glycerine; fatty acids; fatty alcohols

Services: Blending; packaging; bulk storage; laboratory services

Assets: Five subsidiaries, branches, 10 trucks

177 **RAMCHARAN**
2018 SALES: \$49M

WWW.RAMCHARAN.ORG

Managing director: Divyesh Palicha

Products: Chemical, rubber and sulphur compounds; rubber chemicals; carbon blacks; polymers; chemical additives and processors; metallurgy chemicals and resins; phenolic resins and binders; private label products from Ramcharan; differentiated fillers for white compounds; specialty carbon black for high performance applications; compounded resins for performance improvement

Services: Packaging; storage; testing and certification; quality certification, including through an in-house lab jointly promoted by Rhein Chemie

Assets: 19 warehouses; 34 transport vehicles on full-time lease

Trading sales: 24%

178 **MCCULLOUGH & ASSOCIATES**
2018 SALES: \$48.5M

Atlanta, Georgia, US

WWW.MCCANDA.COM

President: George McCullough

Products: Organic and inorganic pigments; dispersions; wax additives; fumed silica; carbon black; clays; specialty additives; matting agents; laboratory equipment; mixers; tanks; cast urethane systems; polyure-



thane dispersions; hydrocarbon resins; silicone dispersions

Services: Storage and logistics; formulation assistance; technical service; process engineering services

Assets: Outside bonded chemical warehouse

179 **SAME CHEMICALS**
2018 SALES: \$48.5M (€42.3M)

Barendrecht, The Netherlands

WWW.SAMECHEMICALS.COM

Managing Director: Cees-Jan Crezée

Products: Styrene; DCPD; aromatics; glycols; alcohols; ketones; hydrocarbons; acetates

Services: Bulk distribution; salvage trading; recycling; logistics; storage; inventory management; consignment stock; marketing; sourcing; Reach consultation

Assets: Offices in The Netherlands, Denmark and Spain

180 **ANDES CHEMICAL**
2018 SALES: \$48.2M

Doral, Florida, US

WWW.ANDESCHEM.COM

CEO: Fernando Espinosa

Products: Additives; coalescents; driers; extended fillers; monomers; pigments disper-

sions; plasticizers; preservatives; resins; rheology modifiers; solvents; tire and rubber chemicals

Services: Inventory warehousing; freight consolidation; freight forwarding; shipping documentation; technical support; innovation centre; paint formulation and optimisation; product performance evaluations

Assets: Fully owned distribution and warehouse facility in Miami, Florida

181 **WISTEMA**
2018 SALES: \$46.0M (€40.2M)

Dielheim, Germany

WWW.WISTEMA.DE

Owner and managing director: Winfried Friedel

Products: Catalysts; chemical intermediates; cosmetics, toiletries and personal care ingredients; food ingredients; industrial chemicals; pharmaceutical ingredients; plastics additives; polymers; reprographic chemicals/ink chemicals; solvents/distilled solvents; water treatment chemicals; waxes

Services: Storage; waste management (waste disposal certified); salvage recovery and re-sale; Reach consultation; contract and toll manufacturing

Assets: Three warehouses



Trading sales: 60%

182 IDEAL CHEMICAL & SUPPLY 2018 SALES: \$45.8M

Memphis, Tennessee, US
WWW.IDEALCHEMICAL.COM

President: Sam Block Jr

Products: Acids; alcohols; amines; chelating agents; chlor-alkali; food ingredients; glycol ethers; hydrogen peroxide; inorganics; ketones; personal care ingredients; polyglycols; solvents; textile care ingredients; water treatment chemicals

Services: Wholesale custom blending and packaging; distilled spirits plant; in-house QC and R&D laboratories; LTL and truckload quantities; single- and multi-compartment tanker deliveries; local warehousing and logistics; returnable and one-way containers; remote tank monitoring

Assets: Warehouses at four locations; liquid bulk storage; distilled spirits plant; 15 tractors; 23 trailers; six tankers

183 DROGAS VIGO 2018 SALES: \$45.6M

Porrino, Pontevedra, Spain
WWW.DROVI.ES

President and CEO: Enrique Casal Lareo
Products: Solvents (oxygenated, hydrocarbon, chlorinated) including in-house recycled solvents; non-organic chemicals (acids, chlor-alkalis), paper chemicals; thinner formulations; food ingredients; pharmacopeia chemicals; industrial lubes and waxes; surfactants; water treatment chemicals; resins and silicones; paraffins; fillers and pigments; mining chemicals

Services: Warehousing and supply chain services; ADR transport via own fleet; automotive expertise; JIT delivery, vendor managed inventory; telemetry; chemicals vessel reception and bulk storage; filling; labelling; packaging drumming; R&D; e-platforms, e-invoicing

Assets: 60 storage tanks in Spain; warehouse in Spain; recycling unit with 16 tanks; three road tankers; five trailers ADR certified; 44 storage tanks in Portugal

184 FBC CHEMICAL 2018 SALES: \$45.5M

Mars, Pennsylvania, US
WWW.FBCCHEM.COM

President: Mark Hudac

Products: Solvents; resins; surfactants; silicones; asphaltic coatings; waterproofing

membranes

Services: Bulk storage; blending; packaging; lab services

Assets: Five warehouses; three manufacturing facilities; 29 trucks (straight, tanker, tractor, trailers)

185 UNITED CHEMICAL GROUP (UCG) 2018 SALES: \$43.5M

Moscow, Russia

WWW.UCGRUS.COM

Chairman and CEO: Gennadiy Tolstobrov

Products: ABS; ASA; SAN; HIPS; PC/ABS; PBT; PMMA; POM; SBS; SEBS; SIS; POE; EVA; HDPE; PP copolymers; PA and AIM; road construction materials (cellulose stabilisers, plasticizers, emulsions; adhesion additives); oil additives and modifiers; base oils; fertilizers; liquid chemicals

Services: Logistics; packaging; storage; technical support

Assets: Eight offices; nine warehouses

186 COAST SOUTHWEST 2018 SALES: \$43.3M

Placentia, California, US

WWW.COASTSOUTHWEST.COM

President: Joseph C Cimo

Products: Surfactants; silicones; personal care ingredients; preservatives; oleochemicals

Services: Liquid blending; liquid bulk transportation; storage; drumming; formulating

Assets: Seven locations; six trucks; applications laboratory

187 VERQUIMICA 2018 SALES: \$42.4M

Guarulhos, Sao Paulo, Brazil

WWW.VERQUIMICA.COM.BR

President: Vera Lucia de Oliveira Franco

Products: Methanol; hexane; white spirit; toluene; caustic soda liquid and flakes; amyl acetate; ethyl acetate; acetone; isopropanol; MEK; cyclohexanone; isophorone; methylene chloride; perchloroethylene

Services: Blending; packaging; storage

Assets: Own plant with storage for liquid products in 63 tanks; own laboratory; four platforms for loading and unloading liquid products

Trading sales: 30%

188 CHEMICAL DISTRIBUTORS INC 2018 SALES: \$42.2M

Buffalo, NY

WWW.QUIMITECNICA.COM

President: Mark Russell

Products: Acids; alkalis; solvents; laboratory chemicals

Services: Blending; packaging; storage; bulk,

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

LTL delivery; laboratory testing

Assets: 12 trucks; 12 tankers; 10 trailers; warehousing

189 HENRY HIRSCHEN

2018 SALES: \$42M

Buenos Aires, Argentina

WWW.HIRSCHEN.COM.AR

President: Miguel Hirschen

Products: Glycols; surfactants; amines; biocides; solvents; inorganics; food ingredients; pharmaceutical ingredients; oil and gas specialties; colourants

Services: Storage; packaging; blending; trading; same day deliveries; financing; tailor-made solutions to customers

Assets: Warehouse

Trading sales: 2%

190 NATIONAL CHEMICAL

2018 SALES: \$41.9M

Dublin, Ireland

WWW.NCC.IE

Managing director: Alan Looney

Products: Full range of chemicals; food ingredients; performance polymers

Services: ISO 13485 cleanroom medical compounding plant via JV Innovative Polymer Compounds (IPC)

Trading sales: 70%

191 A. + E. FISCHER-CHEMIE

2018 SALES: \$41.5M (€36.2M)

Wiesbaden, Germany

WWW.FISCHER-CHEMIE.DE

General manager: Manuel Fischer-Bothof

Products: Caustic soda; solvents; hydrochloric acid; citric acid; urea; phosphoric acid; matting agent; pyrogenic silicon dioxide; precipitated silica; silicone oil; glycerine; caustic potash; sodium bicarbonate; hydrogen peroxide; activated carbon; sodium persulfate

Services: Storage; packaging; mixing; exporting

Assets: Two warehouses for solid and liquid products; 16 trucks

192 QUELARIS

2018 SALES: \$40.7M

Panama City, Panama

WWW.QUELARIS.COM

CEO: Paul Vanhauw

Products: Polyurethanes; rubber; coatings; personal and home care ingredients; adhesives

Services: Technical sales and service; local warehousing; immediate dispatch;

repackaging

Assets: 13 countries distribution network - Bolivia, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru and Caribbean Islands

Trading sales: 14%

193 DUTCH2

2018 SALES: \$40.3M (€35.2M)

Purmerend, Netherlands

WWW.DUTCH2.COM

Managing director: Steven Willekes

Products: Acetates; acids; acrylates; alcohols; amines; aromatics; chlorinated solvents; glycol ethers; glycols; hydrocarbons; ketones; monomers; vegetable oils; propylene glycol ethers; plasticizers

Services: Trading; export; drumming; warehousing; logistics; blending; packaging; storage; consignment stocks

Assets: Two offices; several local warehouses; over 50 returnable IBCs

Trading sales: 30%

194 DAXX

2018 SALES: \$40M

Houston, Texas, US

WWW.DAXXGRP.COM



President: Jean Marie Diederichs
Products: Solvents; aromatics; glycol ethers; esters; alcohols; isocyanates; amines; specialty chemicals
Services: Blending; packaging; storage; rail-car, tanker, ISO tank, vessel shipments
Assets: One warehouse; four trucks; four tanks
Trading sales: 20%

195 EQUILEX 2018 SALES: \$39.8M (34.7M)

Schiedam, Netherlands
WWW.EQUILEX.COM
Managing director: Cees Verdel
Products: Higher olefins; alkylphenols; alkylbenzenes; ethanolamines; ethylene glycols; solvents; performance intermediates; phenol; aromatics; tackifying resins; isophorone; diacetone alcohol
Services: Marketing; storage; packaging; sea, rail and road transportation; customs services; Reach regulation services
Trading sales: 20%

196 VIVION 2018 SALES: \$39M

San Carlos, California, US
WWW.VIVIONINC.COM
President: Michael Poleselli
Products: Acidulants; sweeteners; humectants; preservatives; chelants; hydrocolloids; surfactants; vegetable oils; antifoams; tabletting aids; micronutrients; vitamins; minerals
Services: VivAssure testing
Assets: Two offices/warehouses; one truck

197 LINKERS CHEMICALS & POLYMERS 2018 SALES: \$38.3M

Dubai, UAE
WWW.LCP.AE
Managing director: Malik Pervez Zaman
Products: Synthetic rubber; PVC; engineering plastics; plasticizers; latex; monomers; construction chemicals; animal nutrition; coatings chemicals
Services: Market expansion; technical support
Trading sales: 100%

198 GJ CHEMICAL 2018 SALES: \$38M

Somerset, New Jersey, US
WWW.GJCHEMICAL.COM
CEO: Diana Colonna
Products: Acrylates and monomers; high purity solvents; reagent chemicals; ketones; monomers; plasticizers; acids and anhydrides; aromatic solvents; chlorinated solvents; cosmetic preservatives; esters; glycol

ethers; glycols; heat transfer fluids
Services: Testing; bulk storage; repackaging; liquid bulk handling; custom blending; purifying; stabilising
Assets: Three locations; seven trucks; 30 tankers; 10 box trucks; full analytical laboratory
Trading sales: 10%

199 SULATLANTICA 2018 SALES: \$38M

Rio de Janeiro, Brazil
WWW.SULATLANTICA.COM.BR
CEO: Leonardo Roisman
Products: Chemicals for oil and gas, mining, glass, agriculture, food and feed industries (organic chemicals, inorganic chemicals, solvents, emulsifiers, viscosifiers)
Services: Importing; exporting; distributing; packaging; blending
Assets: Four warehouses; 20 tanks; one office building

200 RESEARCH SOLUTIONS GROUP 2018 SALES: \$36.5M

Pelham, Alabama, US
WWW.RESEARCHSOLUTIONSGROUP.COM
CEO: Jeff Miller
Products: Organic and inorganic chemicals; dry chemicals; solvents and solvent blends; pharmaceutical ingredients; specialty chemicals; specialty compounds; HAPs free low VOC chemistry
Services: Custom blends; toll packaging; custom toll blending and formulating; lab services; ethanol denaturing; transloading; contract transportation services; warehousing; certified DOT and OSHA trainers; HAZ and NON-HAZ waste management services
Assets: Four bulk facilities with warehousing; rail transload facility; four satellite warehouses; 22 power units; 17 tank trailers; 10 dry vans; two DSP permitted ethanol denaturing facilities

201 INDEPENDENT CHEMICAL 2018 SALES: \$35.3M

Glendale, New Jersey, US
WWW.INDEPENDENTCHEMICAL.COM
President: Jonathan Spielman
Products: Caustic soda; paper chemicals; solvents; aromatics; cosmetics specialties; food specialties; pharmaceutical and nutrition specialties; surfactants; alkalis; acids; glycols; oxidizers; phosphates
Services: Food grade dry blending and packaging; pharmaceutical repackaging; liquid filling and repackaging
Assets: One warehouse; five trailers; three tankers; one straight truck

202 NORTHSPEC CHEMICALS 2018 SALES: \$35M

Toronto, Ontario, Canada
WWW.NORTHSPEC.COM
Principal and president: Noel Shahnazarian
Products: Epoxy resins and hardeners; aliphatic and aromatic urethanes and polyols; acrylic resins; pigments and additives; coatings materials; graphic arts materials; construction chemicals; floor care chemicals; composites; adhesives; plastics and rubbers
Services: Inventory management; logistics
Assets: Six warehouse facilities across Canada; one head office
Trading sales: 5%

203 BRISCO DO BRASIL 2018 SALES: \$35M

Sao Paulo, Brazil
WWW.BRISCO.COM.BR
WWW.BRISCOCP.COM
CEO: Guillermo Castillo
Products: Styrene monomer; thermoplastics (PE, PS, EPS, ABS, PC); acrylates; plastiziers, solvents
Services: Distribution; logistics; warehousing; blending; agent services
Assets: 2 warehouses; 3 offices; 10 trucks
Trading sales: 30%

204 MY-CHEM 2018 SALES: \$34.7M (€30.3M)

Buchholz, Germany
WWW.MY-CHEM.DE
CEO and owner: Ralf Meinecke
Products: Phthalic anhydride; maleic anhydride; styrene; mono-pentaerythritol; dipentaerythritol; paraformaldehyde; tall oil products; heat transfer fluids; silicate dispersions; trimellitic anhydride; purified isophthalic acid; purified terephthalic acid; sodium formate
Services: Storage; transportation
Trading sales: 5-10%

205 R.E. CARROLL 2018 SALES: \$34.6M

Trenton, New Jersey, US
WWW.RECARROLL.COM
CEO: Robert E Carroll III
Products: Calcium carbonate; clays; blowing agents; alumina trihydrate; zinc oxides; plasticizers; foaming agents; barium sulfate; petroleum products (aromatic oils, naphthenic oils); magnesium oxide; stearates; soybean oils; lubricants; ASTM reference oils
Services: Repackaging; storage
Assets: Corporate office and warehousing in New Jersey; warehouse locations in Cali-

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

fornia, Ohio, Georgia and Texas

206 BRUGUES

2018 SALES: \$34.4M (€30M)

Viladecans, Barcelona, Spain

WWW.BRUGUES.COM

CEO: Raimon Bruges Sintes

Products: Acetone; bencile alcohol; diacetone alcohol; dipropylenglicol; ethyl acetate; formic acid; isobutyl alcohol; isopropyl acetate; methyl ethyl ketone; methyl isobutyl ketone; metoxipropilo acetate; n-propanol; phosphoric acid; propylene glycol USP; trietanolamine

Services: Packaging; mixtures, solutions and dilutions

Assets: Warehouses

Trading sales: 20%

207 MCKINN INTERNATIONAL

2018 SALES: \$34.2M

Singapore

WWW.MCKINN.COM.SG

Managing director: Chau Tak Vui

Products: Raw materials for adhesives; coatings materials; UPR, PU and TPU; plastics additives; flame retardants; acids and anhydrides; oleochemicals; plasticizers; rubber additives; water-based acrylic resins

Services: Sourcing

Assets: Third-party warehouse

Trading sales: 85%

208 ACID PRODUCTS

2018 SALES: \$34.1M

Chicago, Illinois, US

WWW.ACIDPRODUCTS.NET

President: Jann Fisher

Products: Caustic soda; paper chemicals; solvents; aromatics; acids; caustics; surfactants; dry chemicals; solvents; hydrogen peroxide

Services: Toll blending; contract packaging; powder blending; bulk storage

Assets: 2 locations, including 250 acres in Indiana with rail service; 8 powder blenders; 30 liquid blending tanks; 8 trucks; 2 onsite chemists; a high pressure homogenizer

209 VECKRIDGE CHEMICAL

2018 SALES: \$33M

Kearny, New Jersey, US

WWW.VECKRIDGECHEMICAL.COM

President: Mark Veca

Products: Inorganics; amines; acids; chlor-alkali; specialty chemicals; food ingredients

Services: Packaging; dilution; storage

Assets: 5 trucks; 3 warehouses

210 LUMAR

2018 SALES: \$32.6M (€28.5M)

Barcelona, Spain

WWW.LUMARQUIMICA.COM

President: Lluís Ribera; **CEO:** Bruno Saillant

Products: Antioxidants; corrosion inhibitors; antiwear/EP additives for lubes; fatty acids; fatty alcohols; surfactants; polyalphaolefins; esters; polyisobutene; polyalkylene glycols; silicone oils; phosphate esters; PTFE; friction modifiers; antifoams; tackifiers; antimists; pour point depressants; viscosity index improvers; OCP; amines

Services: Warehousing and storage; repackaging; blending; sampling; technical service; training; formulating

211 RADCHEM PRODUCTS

2018 SALES: \$32.1M

Orland Park, Illinois, US

WWW.RADCHEMINC.COM

President: William M Radostits

Products: Chemicals and solvents; acetates; alcohols; aliphatic and aromatic hydrocarbons; glycol ethers; process and base oils; reuse solvents; resins; ketones; K-1 kerosene

Services: Transport via railcar, tanker, drums, totes; blending

Assets: Dedicated owned trailer

212 T.Z GROUP (INCLUDES TZ TRADING, TAU CHEMICALS, TREZA)

2018 SALES: \$31.6M

Mexico City, Mexico

WWW.TREZA.COM.MX

WWW.TAUCHEMICALS.COM

President: Fernando J Zavala

Products: Caustic soda; chlorine; sodium hypochlorite; sulfuric acid; sodium carbonate; sodium chloride; calcium chloride; sodium bicarbonate; hydrogen peroxide; fosforic acid; organic phosphonates HEDP ATMP, PBTC; clorhidric acid; sodium metabisulfite; acetic acid; acetic anhydride

Services: Packaging; transport and logistics; storage; dilution, blending

Assets: Five warehouses; 28 trucks and 35 tank trucks

Trading sales: 9.28%

213 INDUSTRIAL CHEMICALS CORP

2018 SALES: \$30.2M

Arvada, Colorado, US

WWW.INDUSTRIALCHEMCORP.COM

President: Robert L Wilson II

Products: Acetates; acids; aliphatic and aromatic solvents; alcohols; biofuel chemicals; CBD extraction chemicals; chelating agents; chlor-alkali products (caustic soda, KOH); detergent chemicals; glycols and glycol



ethers; heat transfer fluids; hydrogen peroxide; ketones; metal finishing chemicals; oil-field chemicals; organic and inorganic chemicals; pharmaceutical chemicals; surfactants; water treatment chemicals

Services: Contract blending; proprietary blends; transloading; warehousing

Assets: Three warehouses; 25 tankers; 10 tractors; five vans; bulk storage; rail siding

214 SAMECA PQ

2018 SALES: \$29.8M (€26M)

Porto, Portugal

WWW.SAMECAPQ.COM

CEO: Eduardo Moura e Sá

Products: Additives for food, plastics and rubber; coating and resins; solvents; inorganic chemicals; pigments, organic and inorganic; coatings; resins; personal care, cosmetics and detergent chemicals; effect chemicals; resin intermediates

Services: Storage, bulk and solids; packaging; own road fleet for distribution

Assets: Six trucks; two owned warehouses plus three rented ones

Trading sales: 40%



Founder and managing director: Dilip Shah; **CEO and executive director:** Shamik Shah

Products: Plastics additives; aroma chemicals; pharmaceutical excipients; pharmaceutical intermediates; cosmetic ingredients; essential oils; feed and food ingredients; oil-field chemicals; water treatment chemicals; fine chemicals

Services: Packaging; warehousing; sourcing; indenting; technical services; contract manufacturing

Assets: office; four warehouses

Trading sales: 20%

219 GULF COAST CHEMICAL 2018 SALES: \$26.3M

Abbeville, Louisiana, US

WWW.GULFCOASTCHEMICAL.COM

Managing member: Jim Fusilier

Products: Glycols; methanol; ethanolamines; coolants; lubricants; antifreeze; heat transfer fluids; production chemicals; wireline lubes; specialty frac and completion fluids

Services: Blending; storage; laboratory services; chemical treatment programs; operator training

Assets: Seven company operated facilities; warehousing; bulk storage; laboratory facility; 21 delivery trucks; two tankers; six service trucks

Trading sales: < 10%

220 SEELER INDUSTRIES 2018 SALES: \$26.1M

One Genstar Drive, Joliet, Illinois

WWW.SEELER.COM

CEO: Steve Seeler

Products: Hydrogen peroxide; peracetic acid; glacial acetic acid; propylene glycol; sodium gluconate; caustic soda; hydrochloric acid; soda ash; DDBSA; sodium chlorate; phosphoric acid; quaternary compounds; other specialty chemicals

Services: Tank storage; railcar unloading; blending; liquid packaging; bagging; transloading; warehouse storage; property rental; trucking; laboratory services

Assets: warehousing; five trucks; 10 liquid and box trailers; 27 aboveground storage tanks; seven rail spurs; overhead rail trestle

221 JNS-SMITHCHEM 2018 SALES: \$25M

Paterson, New Jersey, US

WWW.JNS-SMITHCHEM.COM

CEO: Darren Jachts

Products: Minerals; resins; additives; pigments; specialty chemicals

Services: Storage; packaging

215 SAL CHEMICAL 2018 SALES: \$29.8M

Weirton, West Virginia, US

WWW.SALCHEM.COM

President: Steve Fenell

Products: Acids; alkalis; calcium chloride; inorganics; oil and gas; solvents; water and waste treatment chemicals

Services: Dry bulk and packaging; liquid bulk and packaging; blending; storage

Assets: One warehouse; 12 trucks; 16 trailers

216 MORAIS DE CASTRO 2018 SALES: \$29.1M (R112.9M)

Salvador, Bahia, Brazil

WWW.MORAISDECASTRO.COM.BR

CEO: Andre Castro

Products: Surfactants; glycols; white mineral oils; caustic soda; sulfonic acid (LAB-S); inorganic acids; sodium hypochlorite; personal care additives; food ingredients and flavours; rheology modifiers; oxygenated solvents; chlorinated solvents; biocides; sulfates; silicones

Assets: Two warehouses; 15 trucks; one bulk storage facility; one refrigerated facility

217 VENUS CHEMICALS GROUP 2018 SALES: \$29M

Cairo, Egypt

WWW.VENUSKIM.COM

CEO: Ahmed Jamal Alghoul

Products: Glycerine; nonyl phenol ethoxylates; fatty alcohol ethoxylates; polysorbate ethoxylates; castor oil ethoxylates; soya lecithin; latex; defoamers; thickeners; white spirit; pine oil; maleic resin; gum rosin; hydrocarbon resin; SLES 70; fragrances; coatings materials; chewing and bubble gum ingredients; detergent chemicals; cosmetics ingredients

Assets: Three warehouses; 10 jumbo trucks; six cars

Trading sales: 70%

218 MONACHEM GROUP 2018 SALES: \$27.0M (RS1.88BN)

Vadodara, Gujarat, India

WWW.MONACHEM.COM

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

222 LAKE CHEMICALS AND MINERALS

2018 SALES: \$22.9M (€20M)

Redditch, UK

WWW.LAKECM.CO.UK

MD: Dr Steven Cartledge

Products: Speciality chemicals for coatings; adhesives; corrosion removal and inhibition; construction, lubricants, flame retardants, pharmaceutical, cosmetics, personal and home care, rubber, plastics, electronics, water treatment, food, nutrition, flavours

Services: Technical sales and marketing; application development; warehousing; quality control; regulatory services; blending and packing; contract research and manufacturing service

Assets: Research and development laboratories for food and personal care; BRC AA-graded and MHRA certified warehouse

223 SEACOLE

2018 SALES: \$22M

Plymouth, Minnesota, US

WWW.SEACOLE.COM

President and CEO: Gregg Elliott

Products: Electronic processing chemicals (printed and integrated circuit); surface finishing/plating chemicals; industrial cleaning detergents; odour control chemicals; transportation cleaning and maintenance; laboratory reagents; fine chemical ingredients; water treatment chemistry

Services: Custom and contract blending and packaging; private label blending and packaging; logistics

Assets: Warehouse/manufacturing/headquarters; trucks

224 WHITCHEM

2018 SALES: \$20.9M (£16.4M)

Newcastle-Under-Lyme, Staffordshire, UK

WWW.WHITCHEM.CO.UK

Managing director: Charles Hawley

Products: Resins and polymers; pigments; fillers and additives for adhesives and sealants; coatings and inks ingredients; plastics and rubber additives; construction and refractory materials; textiles processing and finishing chemicals; additives for agriculture and horticulture chemicals; filtration media for liquid/solid separation

Services: Storage and logistics for UK and Ireland; specialist technical support; project development; formulation advice; agency sales

Assets: Sales office and warehouses

225 MONARCH CHEMICALS

2018 SALES: \$20.9M (£16.4M)

Sheerness, Kent, UK

WWW.MONARCHCHEMICALS.CO.UK

Chairman: Phillip Copeland

Products: Glycerine; glycols; citric acid; formic acid; amines; sodium sulphide; caustic soda; hydrochloric acid; sodium hypochlorite; epichlorohydrin; cinnamic acid; propionic acid; nitric acid; agricultural silage and performance additives; fertilisers and feed products

Services: Warehousing; liquid and powder blending; dilutions; toll manufacturing; packed and bulk UK distribution; inventory management; supplier reduction; just-in-time delivery; global sourcing

Assets: Two distribution locations with bulk and packed storage; offices; four purpose-built trucks

Trading sales: 18%

226 MATRIX CHEMIE

2018 SALES: \$20.4M (£16M)

Stourton, Leeds, UK

WWW.MATRIXCHEMIE.COM

Chairman and CEO: Graham Royle

Products: Surfactants; oleochemicals; personal care ingredients; homecare and I&I specialities; antiperspirant actives; essential oils; phosphates; water treatment chemicals; emulsion polymerisation adjuncts; suncare ingredients

Services: Supply chain management; import and export; warehousing

Assets: One facility (offices and warehouse)

Trading sales: 20%

227 KLAUS F. MEYER

2018 SALES: \$19.4M (£16.9M)

Fussgoenheim, Germany

WWW.KLAUSFMEYER.DE

Managing directors: Martina Magnie, Frank Meyer

Products: Hydroxylamine sulphate; hydroxylamine hydrochloride; triflic acid; MEKO; nitromethane; isocyanuric acid; BHT; p-toluenesulfonic acid; n-isopropyl-hydroxylamine; TMEDA; anthranilic acid; agrochemicals; pharmaceuticals; specialty chemicals; catalysts

Services: Door-to-door-service; refilling of triflic acid; handling of dangerous goods; stockholding; ISO tanks

Assets: Five warehouses; own office in Shanghai-Puxi, China; laboratory for sample handling

228 BIACHEM

2018 SALES: \$19.0M

London, UK

WWW.BIACHEM.COM

Managing director: Bob Beaumont

Products: Caustic soda; chlorine; sodium

sulphate; sodium chloride; EDTA; NTA; GLDA; surfactants; sodium percarbonate; magnesium chloride; potassium chloride; sodium hydrosulphite

Services: Repackaging; blending; dilution

Assets: Five contract warehouses in UK and Ireland

229 THE WHITE SEA & BALTIC COMPANY

2018 SALES: \$18.9M (£14.8M)

Leeds, UK

WWW.WHITESEA.CO.UK

Managing director: Alan Carradice

Products: Surfactants; fatty acids; oleochemicals; biocides; suncare UV absorbers; personal care products; epoxy resin; reactive diluents; benzoic acid; lactate esters; tall oil fatty acid; alkyl polyglycosides

Services: Storage; packaging; sourcing

Assets: Office; group warehouse

Trading sales: 35%

230 EAGLE ALCOHOL

2018 SALES: \$18.7M

St Louis, Missouri, US

President: Daniel J Croghan

Products: Ethyl alcohol; organic ethanol; glycols; glycol ethers

Services: Blending; packaging; storage

Assets: Three tractors; 12 tankers; one box trailer; warehouse

231 COMINDEX

2018 SALES: \$18.3M (£16M)

Barcelona, Spain

WWW.COMINDEX.ES

CEO: Ana-Cristina Arp

Products: Defoamers and air release additives; surface additives; wetting and dispersing additives; polyurethanes; acrylics; styrene-acrylic hybrids; UV-curable dispersions and polyols; epoxy resins and reactive diluents; alkyd emulsions; linseed and castor oils and derivatives; organic, inorganic, aluminium, effect and pearl pigments and pigment dispersions; wax additives; additives for thermoplastics; coupling agents; rheology modifiers; adhesion promoters; corrosion inhibitors

Services: Technical assessment; storage; agency sales; training; testing

Assets: warehouse; office space

232 SCHIBLEY SOLVENTS AND CHEMICALS

2018 SALES: \$17.5M

Elyria Ohio, US

WWW.SCHIBLEY.COM

President: Reed Schibley

Products: Surfactants; chelates; organic peroxide initiators; fatty acids; FRP equipment; fiberglass reinforcements; unsaturated polyester resins; gelcoats; solvents; thickeners and release agents

Services: Industrial chemical distribution; storage; packaging; blending; trucking and delivery services

Assets: Warehouses; three semi-trucks and three temperature-controlled trailers

Trading sales: 10%

233 KEMAT 2018 SALES: \$17.0M (€14.8M)

Brussels, Belgium

WWW.KEMATBELGIUM.COM

Managing director: Simon Mason

Products: Polyisobutenes including proprietary blends; polyalphaolefins including low and high viscosity and metallocene; lubricant auxiliaries such as castor and linseed oils, molybdenum disulphide and 12-hydroxystearic acid; fuel additives (Keropur) with BASF technology

Services: Blending; bulk storage; drumming; outsourcing; packaging; repackaging; sourcing; transport with own fleet; warehousing

Assets: 75 ISO containers; warehouses with drumming, blending and repackaging capability; five offices globally; internal laboratory

Trading sales: 7%

234 TECNOSINTESI 2018 SALES: \$16.6M (€14.5M)

Bergamo, Italy

WWW.TECNOSINTESI.COM

Sales and marketing manager: Michele Angius

Products: Adipic acid; ammonium polyphosphate; acetyl tributyl citrate; butanediol; cyclohexane-dimethanol; diallyl phthalate; hexanediol; isophthalic acid; monobutyltin oxide; monopropylene glycol; polyethylene wax; p-tert butyl phenol; tartaric acid; trimethylolpropane; zinc oxide

Services: Trading; general and specialties sourcing; storage; blending; repackaging

Assets: Four warehouses; three tractors; five trailers

Trading sales: 70%

235 SAIPER CHEMICALS 2018 SALES: \$15.4M (RS1.07BN)

Mumbai, India

WWW.SAIPER.COM

Managing director: IBV Raghavan

Products: Additives; amines; C4 chemicals; coalescing aids; glycol ethers; propylene

glycols; 1-2 diaminocyclohexane; 2-ethylhexyl acetate; 2-ethylhexylglycerin; caprylyl glycol; dimethyl succinate; di-n-butyl ether; isoamyl alcohol; vinyl-2-ethylhexanoate

Services: Registered with the FSSAI (supply to F&B Industries) and the FDA (supply to the pharmaceutical industry); custom blending and repackaging; drumming; market research; technical support; trend analysis; warehousing; legal compliance

Assets: Two offices; three warehouses (one owned); blending/formulation unit

Trading sales: 1-2%

236 ROYALE GROUP (AWSM, SHORE-CHEM, ROYALE PIGMENTS) 2018 SALES: \$15M

Paramus, New Jersey

WWW.ROYALEPIGMENTS-CHEM.COM

CEO: John Logue

Products: Alkali fluoroborates; fluorides; metal fluoroborates; nitrates/nitrites; borates; specialty organic and inorganic fluorines; pearlscents; fluorescents; iron oxides

Services: Stock and supply chain management; consulting; blending; grinding

Assets: Five warehouses; two converting locations

237 EMCO-INORTECH 2018 SALES: \$14.7M (C\$20M)

Terrebonne, Quebec, Canada

WWW.INORTECH.COM

Vice president, sales and marketing: Jean-Baptiste Moranta

Products: Specialty chemicals for paints and coatings - resins, additives, pigments

Services: R&D application laboratory services

Assets: Two offices, including one R&D laboratory

238 AMERICAN CHEMIE 2018 SALES: \$13.2M

Austin, Texas, US

WWW.AMERICANCHEMIE.COM

President: Paula Kamdar

Vice president: Mike Kamdar

Products: Personal care and sunscreen ingredients; food and nutrition ingredients; surfactants; animal nutrition; paints; inks; catalysts; lube oil; greases; metal-working chemicals; PVC lubricants; flame retardants; synthesis chemicals

Services: Logistics; imports; handling hazmat chemicals in ISO tanks; just-in-time delivery; hazmat certified; outsourcing; tolling; private labelling

Assets: Large inventories of chemicals in six warehouses across the US

239 STORT CHEMICALS 2018 SALES: \$11.5M (£9M)

Bishops Stortford, UK

WWW.STORTCHEMICALS.CO.UK

Managing Director: Richard Gilkes

Products: Resins; additives; colourants; fluorosurfactants; plasticisers; natural and synthetic raw materials for the fragrance and flavour industries

Assets: Storage and distribution

240 AUDICHE TRADING 2018 SALES: \$11.2M

Alexandria, Egypt

WWW.AUDICHE.COM

CEO: Alain Audiche

Products: Titanium dioxide; polyvinyl alcohol; methyl ethyl ketoxime; hydrocarbon resin C9; sodium ammonium and potassium persulphates; zinc phosphates, micaceous iron oxide; glass flakes; glass beads; nano-sized TiO₂; adhesion promoters; compound ferro titanium

Services: Agency sales

Assets: One office; two warehouses

Trading sales: 10%

241 CLASSIC DISTRIBUTING COMPANY 2018 SALES: \$11M

Pacoima, California, US

WWW.CLASSICDISTRIB.COM

President: Larry H Helscher

Products: Surfactants; preservatives; quaternaries; esters; emulsion bases; sunscreen; vitamin E; CBD oil; waxes; silicones; butters; polymeric thickeners

Services: Liquid blending; storage; technical sales

Assets: One warehouse; one truck; one blending operation

242 CUSTOM CHEMICAL SERVICES 2018 SALES: \$11M

Hitchcock, Texas, US

WWW.CCHEMICALS.COM

President: Margaret Roff

Products: Solvents; aromatics; ketones; ethanol; alcohols; caustics; glycols; inorganics; oil and gas chemicals

Services: Blending; packaging; warehousing; import/export; containerisations; trans-loading; neutralisations; lab services

243 CHEMCEED 2018 SALES: \$10.0M

Chippewa Falls, Wisconsin, US

WWW.CHEMCEED.COM

President: Marimel Enderesa

SPECIAL REPORT

TOP 100 CHEMICAL DISTRIBUTORS

Products: Plasticizers; corrosion inhibitors; additives; solvents; fatty acids; alcohols; specialty chemicals; industrial chemicals; food additives

Services: Blending; packaging; labelling; storage; consignment; JIT delivery

Assets: Four warehouses

Trading sales: 10%

244 CLARIQUIMICA
2018 SALES: \$9.3M

Sao Paulo, Brazil

WWW.CLARIQUIMICA.COM.BR

CEO: Valne Lucas Vieira

Products: Pigments and additives; pigment dispersions; paper and textile chemicals; iron oxide; dyes for paper and textiles; caustic soda; carbon black

Services: Blending and packaging

Assets: Warehouse; one truck

Trading sales: 75%

245 SMA COLLABORATIVES
2018 SALES: \$8.9M

Cincinnati, Ohio, US

WWW.SMACOLLABORATIVES.COM

President: Saad Ashoor

Products: Personal care ingredients

Services: In-house extraction; blending; testing and free formulations support

Assets: Innovation office/lab in Seoul, South Korea; headquarter/warehousing in Cincinnati; applications lab and warehouse in south Florida; office and sales in Bogota, Colombia

Trading sales: 30%

246 A.S. PATERSON
2018 SALES: \$5.5M (C\$7.5M)

Toronto, Ontario, Canada

WWW.ASPATERSON.COM

CEO: Rod Paterson

Products: Pigments; pigment dispersions; dyes, micronised waxes; wax emulsions; foam control products; acrylic emulsions; polyurethane dispersions; polyester resins; nitrocellulose; amino resins; isocyanates; corrosion control chemicals; concrete admixtures; fragrances

247 DAKRAM MATERIALS
2018 SALES: \$4.0M (£3.12M)

Biggleswade, Bedfordshire, UK

WWW.DAKRAM.COM

Managing director: Kate Mingay

Products: Inorganic metal-based chemicals; agricultural chemicals; animal feed and nutrition ingredients; catalysts; water treatment chemicals; electronic ceramics; ceramics; glass; bakery products; metal treatment; welding chemicals

248 HIGGI
2018 SALES: \$1.9M (£1.5M)

Wrexham, UK

WWW.HIGGI.CO.UK

Managing director: April Davies

Products: Ferrous-based chemicals (iron); ammonium sulphate; magnetite; play sand

Services: Packaging; storage; repackaging

Assets: Administrative office building; plant and machinery

Trading sales: 95%

249 KETSIN DE COSTA RICA
2018 SALES: \$1.4M

San Rafael, Costa Rica

WWW.KETSINCR.COM

CEO: Cesar Marin

Products: Titanium; emulsions; resins; pigments; masterbatches; plastics; polyethylene; solvents; aromatics; specialty products; food additives; sanitizers; consumer products; household chemicals; personal care ingredients

Services: Storage; packaging

Assets: One warehouse; transportation fleet

NOTE: EMEA sales for Brenntag, IMCD, Univar listed under Europe

CURRENCY CONVERSION RATES 31 DECEMBER 2018

\$1=
Euro 0.8729
British Pound 0.7837
Swiss Franc 0.9833
Canadian Dollar 1.3644
Singapore Dollar 1.3623
Brazilian Real 3.8809
Indian Rupee 69.6049
Australian Dollar 1.4193
Malaysian Ringgit 4.1331
Japanese Yen 109.7144
Chinese Yuan 6.8783
Thai Baht 32.3195
Mexican Peso 19.6426
South African Rand 14.3853
South Korean Won 1,113.5216

